

Guinness says Saunders took £3m in secret 'Money transferred as inspectors moved in'

By Lawrence Lever

Guinness accused Mr Ernest Saunders, its former chairman and chief executive of taking a £3 million secret payment from the company yesterday.

It claimed in the High Court that £382,000 of the money was moved out of his account on December 1 last year — the day the inspectors moved in to Guinness.

Mr Saunders, who was sacked by Guinness in January this year, strongly denied the allegation. In written evidence given to the court he claimed that Guinness was unjustifiably accusing him of fraud.

At the centre of the case are differing versions of events provided by Mr Saunders and Mr Olivier Roux, the former Guinness finance director, whose information given to the Guinness board in January, led to Mr Saunders being sacked.

Mr Saunders says that he was a "marketing man" who relied on Mr Roux to "deal with the financial side."

Mr Saunders, who is in Switzerland, said that despite "diminishing finances", "increasing ill-health" and "public condemnation without a trial" he had spent the last three months looking for the truth. He had been met

with a wall of hostility and silence.

He said also that his preparation of his evidence had been interrupted the previous day when Guinness attempted to claim possession of the second-hand car he was using.

His wife has had a "substantial breakdown" he said. He claimed also that he had never been given the opportunity to put his side of events before he was sacked in January.

Mr Saunders threatened to attend the company's Annual General Meeting next month.

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to give his version to shareholders.

Guinness is suing Mr Saunders and another director, Mr Thomas Ward, over a £5.2 million payment made to a Jersey front company last year. Guinness claims that both directors broke the law and their duties to the company in making the payment and failing to disclose it to the board.

Mr Saunders and Mr Ward argue that the payment was a fair reward for services provided by Mr Ward during Guinness's £2.7 billion takeover of the Distillers drinks company last year.

Mr David Oliver, QC, for Guinness, said that it was "not unlikely" that Guinness would bring more law suits

against Mr Saunders. He said that "it may well be that Mr Saunders was embroiled" in another mystery payment of £3 million to the businessman Sir Jack Lyons.

Guinness revealed in court that it is already suing Mr Ward in America for the return of a £750,000 flat.

Mr Oliver said that £3 million of the £5.2 million had been paid into a Swiss bank account in Mr Saunders's name in July last year. Reading a sworn statement from Mr Shaun Dowling, a Guinness director, he detailed a series of transactions carried out with the money.

The last of these was a payment out of the account of SwFr937,000 (about £382,000) on December 1 last year — the day the government inspectors walked into Guinness.

Mr Saunders claims that he merely gave Mr Ward the use of his Swiss bank account to Mr Ward because Mr Ward, who did not have a Swiss bank account, had asked him to. He says that he had no idea that the £3 million Mr Ward paid into the account came out of the £5.2 million.

● Sir Norman Macfarlane, who succeeded Mr Saunders as chairman of Guinness, is to remain non-executive chairman for two more years, Mr Anthony Tennant, the Guinness Group Chief Executive said yesterday.

Company admits basic errors in calculations

Ferry disaster toll to rise over 200 today

By David Sapsted and Rodney Cowton

The Zeebrugge ferry disaster death toll is set to rise above 200 today as divers continue the grim task of recovering bodies from the Herald of Free Enterprise.

Last night the figure had already reached a total of 184 and, faced with the gruesome evidence that the scale of the tragedy was far greater than the ferry company has always claimed, Townsend Thoresen conceded there could have been fundamental errors in their initial calculations.

At the same time, the company's recently retired most senior captain revealed to *The Times* that he has written to the Department of Transport warning that the number of passengers recorded as being on a ferry may bear no resemblance to the numbers actually on board.

And last night Mr Peter Ford, the chairman of Townsend Thoresen, conceded for the first time that human error was responsible for the disaster.

He said the company's operating procedures were being "rewritten and double rewritten" in the wake of the tragedy.

The number of bodies recovered since the operation to right the ferry began is 123 — with 61 bodies brought ashore immediately after the sinking. Townsend Thoresen consistently claimed that the final death toll would be 134 despite detailed reports from Kent police that the figure must be much higher.

The company's figures, based on a survey of survivors in hospitals and hotels in the Zeebrugge area on the morning after the March 6 disaster, have proved wholly inaccurate as British and Belgian navy divers have made un-

expectedly rapid progress in bringing out the dead.

Mr Olivier Vanneste, the West Flanders governor, told a press conference here yesterday that the Kent figure had to be regarded as the most accurate available.

Captain Oliver Elsom, who retired last year after six years of commanding a sister ship of ferry, said yesterday that he had written to Mr John Moore, Secretary of State for Transport, to warn that figures for passengers on board may be inaccurate, but had not so far received a reply. He believed that a system should be

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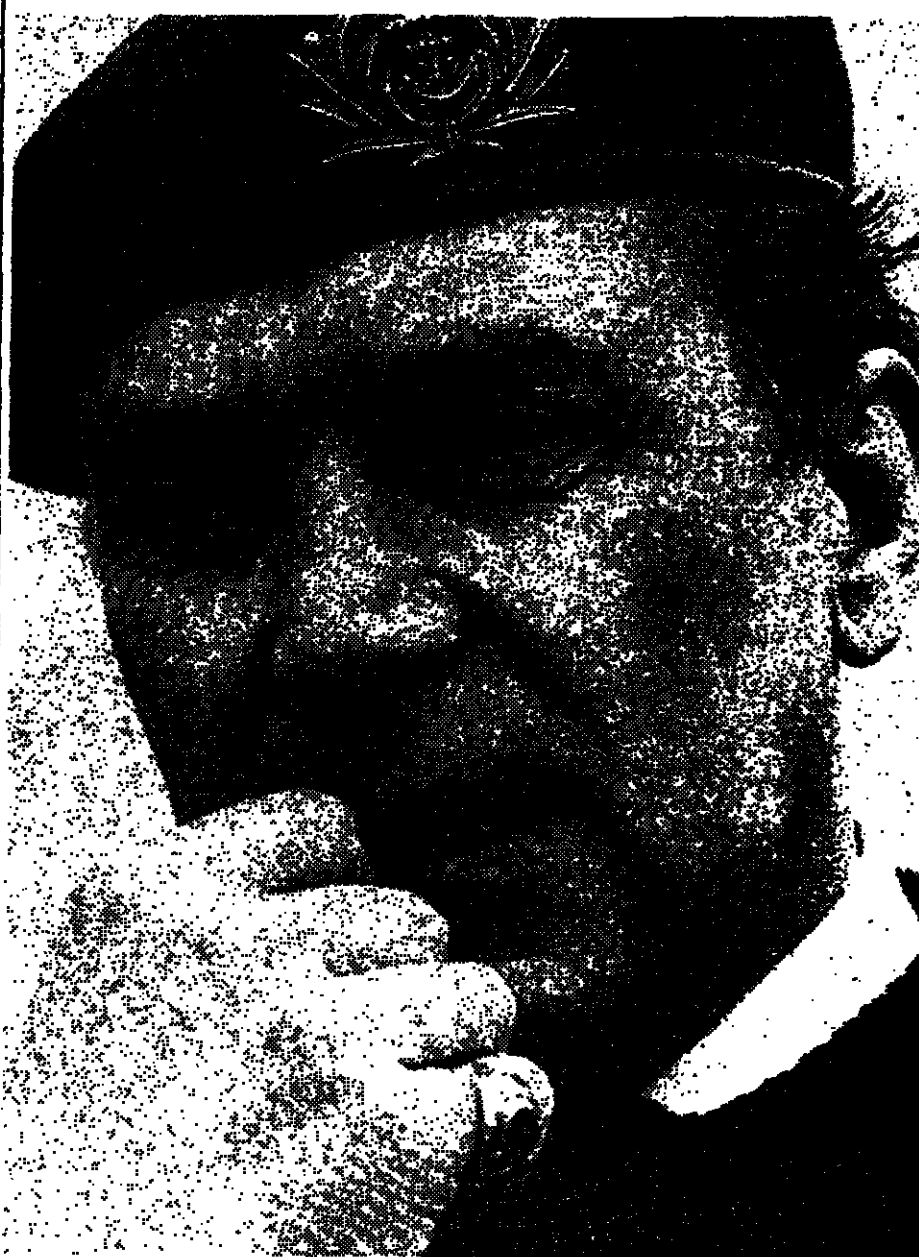
brought in under which the name and address of every passenger would be listed.

He said counts are frequently inaccurate, particularly at busy times. "There are times when, as Master, you just know that the number on board is greater than that indicated," he said.

Townsend Thoresen, however, insisted that their tally of numbers on board ferries should be accurate, and said that the ticket stubs of those boarding without advanced reservations were always kept and double checked.

There were believed to be 543 passengers and crew aboard the ferry when disaster struck. Townsend Thoresen has always put the number of survivors at 409 while Kent police have calculated 352.

After formal identification in the makeshift morgue at Zeebrugge naval base, the bodies will be taken to the San Jan hospital in Bruges where 150 cool boxes are ready to ship them back to Britain.



Commander Jack Birkett: "I could feel nothing but sorrow." (Photograph: Chris Harris)

Water meters for all if Tories win third term

By Philip Webster, Chief Political Correspondent

The Government has decided to make moves towards the introduction of compulsory water metering in Britain a year prior to a third successive term in office.

Legislation providing for metering trials in up to half a million homes across the country will be contained in the first Queen's Speech of the new Parliament if the Conservatives win the general election.

Senior government sources have confirmed that it will be contained in the Bill to put the 10 water authorities in England and Wales on the market, one of the main privatization measures of the next Parliament, aimed at raising up to £7 billion.

The issue has long been regarded as a controversial one by ministers because of possible fears among consumers that they might have to pay much more under a metered system than at present.

But ministers now believe that the present system is out of date. With gas and electricity paid for according to consumption they now believe it is appropriate at least to move towards a system of water metering.

They believe that prospects for a successful sale of the water authorities will be enhanced if prospective buyers

believe that a nationwide metering system could be introduced.

The Government has decided to act on the basis of a study carried out by the water industry and headed by Mr Roy Watts, chairman of the Thames Water Authority, which suggested trials lasting up to a year across the country in up to 500,000 homes.

For the purposes of the trial the consumer will not be required to pay for the installation of meters. The costs are expected to be spread between the Government and the authorities.

If successful a national sys-

tem will be introduced, by which time the industry hopes that new remote-reading electronic devices will be available which will remove the need for meters to be read manually.

Ministers are cautious about moving directly to a system of countrywide compulsory metering although they believe that will be the logical outcome of the trials.

Any metering system introduced is likely to be graded. Consumption up to a set limit will be priced more cheaply to discourage people from over-consuming to the point of being unhygienic.

At present industrial consumers are already metered but few domestic consumers have seen enough advantage in metering to be prepared to pay the £100 or so cost of the installation of a meter.

Estimates vary over whom would gain through a change to metering, because the present system is tied to rateable values.

Thames Water has estimated that anyone whose rateable value is more than £500 would probably be better off with a meter.

Couples living in a highly rated area would certainly benefit. But a family with two small children where the washing machine was in frequent use might just lose out.



Proctor on indecent charges

Mr Harvey Proctor, Conservative MP for Billericay, was yesterday charged with four offences of gross indecency.

Mr Proctor, aged 40, was granted unconditional bail to appear at Bow Street Magistrates Court on April 16. The charges relate to alleged spanking sessions with youths aged 16 to 19.

Prague visit

Mr Mikhail Gorbachev, the Soviet leader, will arrive in Prague today to begin his postponed official visit.

IN PART 2

Girls' world

More openings have been created for women by the upheaval in jobs and the shortages of young people, says Michael Crosswell, of the Blue Arrow Employment Group, in an introduction to today's seven-page General Appointments section.

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FA on lookout

The decision of General Motors to withdraw much of their support has left the Football Association looking for a new major sponsor..... Page 38

Portfolio

● There are two chances to win £4,000 in the Portfolio competition today. In addition to the normal Thursday game, we are re-running the share movements from yesterday's game. Details and Portfolio list, page 25.

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Gas shares inquiry uncovers frauds

By Cliff Feltham

Accountants called in to police the sale of British Gas shares to the public have uncovered "very substantial attempts" at fraud, it was disclosed last night.

A report containing details of roughly 10,000 suspected multiple applications is to be handed to the Director of Public Prosecutions and the Fraud Squad. The investigators have discovered several big rings operated by experienced investors which could involve very large sums of money.

Mr Richard Blackburn, the Touche Ross partner heading the team of 200 working on the case said: "We have discovered what appears to us to be some very substantial attempts at fraud."

"We have identified several thousand doubtful applications and we will be putting in our report during the next week or so. The special computer system combined with accounting techniques worked very well."

The accountants operated a system known as "fuzzy matching" where an investor using variations of his name but based at the same address applied for more than one batch of British Gas shares.

Although the number of multiple applications is small compared with the total of 4.5 million who applied for British Gas, it is still surprising in view of the warnings.

The organizers of the flotation went to great lengths to warn potential investors that they could face prosecution for submitting more than one form.

When dealings began the shares jumped 17p above the 50p first instalment providing an instant profit of about £170 for investors owning the average of about 1,000 shares.

Accountants Peat Marwick were called in after the British Telecom issue in December 1984 and eventually submitted a report on 6,600 suspected multiple applications resulting in ten prosecutions.

US-Soviet tensions

Another Marine held as spy

Washington (AFP) — An American Marine formerly assigned to the US Consulate in Leningrad has been arrested on suspicion of spying for the Soviet Union, the Defence Department said yesterday.

The suspect, identified as Sergeant Joseph Weirick, was picked up on Tuesday, the department said.

He allegedly had "unreported" contacts with Soviet citizens, including women, charges also laid against three other Marines held after being based in Moscow.

Sergeant Weirick, who worked in Leningrad in 1981 and 1982, was arrested as a result of the continuing investigation of Sergeant Clayton Lonetree, a former Marine yesterday accused Washington of trying to poison the atmosphere of arms talks between Mr Edward Shevardnadze, the Soviet Foreign Minister, and Mr George Shultz, the US Secretary of State, in Moscow next week (A Correspondent writes).

Mr Petrovsky was reacting to President Reagan's remarks that he was ordering a thorough review of security at the US Embassy in Moscow. The President's remarks were "truly hostile" and their timing was to be deplored, he said.

guard at the US Embassy in Moscow, who has been charged with spying.

● MOSCOW: In a clear hardening of attitudes here, the Soviet Deputy Foreign Minister, Mr Vladimir Petrovsky,

to select the minority choice. One of the Midlands MPs who personally lobbied against the Bishop of Steyne was Mr Anthony Beaumont-Dark, MP for Birmingham, Selly Oak.

He said yesterday he had told the Prime Minister that Birmingham "had had enough left-wingers and did not need another tub-thumping bishop."

The chairman of the Birmingham Vacancy-in-See Committee, the Bishop of Aston, the Right Rev Colin Buchanan, said he would be asking the General Synod to reopen the question of the way bishops are appointed.

The committee was responsible for forwarding the dioceses' preferences to the Crown Appointments Commission.

Increasing Ministerial support for June poll

By Philip Webster, Chief Political Correspondent
Support for a June election is growing in the Cabinet and now extends to the Government's key business managers responsible for getting its legislative programme through parliament.

Ministers previously in favour of an October poll now believe that the tide is running fast for June, and have already drawn up plans for the first Queen's Speech of a new parliament following a June election.

Pressure within the Tory Party for June will not be

Haunting recovery task for Royal Navy divers

From David Sapsted, Zeebrugge

Royal Navy divers, mentally and physically drained yesterday after working virtually non-stop for 24 hours on the Herald of Free Enterprise, described the task of recovering bodies from the ferry as their most harrowing and heart-breaking job ever.

"This is much worse than anything any of the lads faced in the Falklands. It is simply horrific on that ferry," Commander Jack Birkett, leader of the seven-man team from the Fleet Clearance Diving Group at HMS Vernon, Portsmouth, said.

Within hours of starting

recovery operations at 8pm on Tuesday, shortly after the Herald had been heaved upright, the experienced team, often operating by touch in the chaotic interior of the ferry, had located 86 bodies.

They worked through to nightfall last night, using their hands to dig bodies out of the putrid black mud that has filled the port side of the ship since the March 6 tragedy.

During that time, they took just one, three-hour break, some of them so exhausted that they slept in their mud-caked dry suits aboard their

Continued on page 20, col 5

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NEWS SUMMARY

'Scandal' of the poor's ill health

New evidence linking unemployment and poverty with ill-health has been gathered by the British Medical Association.

A draft version of a report which is being submitted next month to the BMA council says that deprivation exists on such a scale as to be a "national scandal" which cannot be morally justified. It says that much illness is at least partly caused by social and economic factors.

It calls for government action on low pay, housing, jobs creation, education, health and social services, to combat sickness associated with deprivation.

The BMA would not comment on the report yesterday beyond saying that it will be considered next month by the council of the association, and could be approved, amended, published or used only as an internal document.

If published in its existing form it would be a further embarrassment to the Government, following the publication last month of *The Health Divide*, a Health Education Council report which reached similar conclusions.

Strain upset tea lady

A tea lady developed tennis elbow after pouring 160 cups of tea a day, the High Court in London was told yesterday.

Mrs Winifred Pollard, aged 53, of Shacklewell Road, Stoke Newington, north London, is seeking damages against British Petroleum, claiming that she suffered the elbow strain while working at the company's offices in Ropermaker Street, central London eight years ago.

BP, contesting liability, deny that Mrs Pollard strained her elbow at work or that she was asked to pour too many cups of tea. The case continues today.

Libel jury split

A High Court libel action which has lasted almost nine weeks and cost £1 million will have to start again because the jury could not agree on a verdict.

Mr George Bobalos, the Greek industrialist and businessman, had sued *The Economist* magazine over allegations in 1982 that his Athens newspaper *To Echos* was "a slave of Moscow". The action, which began in February, must now be tried by a new jury, and the legal costs of the first case will be added to the bill of the new hearing.

Moscow flights plea

British Caledonian Airways, which has to stop in Moscow on one of its three-times-a-week flights to Tokyo from the end of May, is applying for permission to fly tourists to the Soviet capital. Traffic is already 30 per cent up on last year, and is expected to soar in the wake of Mrs Thatcher's tour of the Soviet Union.

At present the airline has to land at Moscow on its trans-Siberian flights but is not allowed to let passengers off. But now it is applying to the Civil Aviation Authority for the right to do so alongside Aeroflot and British Airways.

Doubt on share law

Mr Keith Best, the Conservative MP who made multiple applications for shares in British Telecom and Jaguar, yesterday welcomed speculation that he could escape prosecution because of insufficient government safeguards.

He said the only warning against multiple applications was just one line in the prospectus, which was not automatically supplied to applicants.

In other cases, the Director of Public Prosecutions judged the wording on the forms too vague to justify prosecution.

Protest by disabled

More than 1,000 disabled people from 30 organizations protested at Westminster yesterday over the Government's failure to implement the main provisions of the 1986 Disabled Persons Act.

The Act, piloted through the Commons by Mr Tom Clarke, Labour MP for Moulklands West, became law on July 16. Its aim was to provide full and prompt assessment and help for the disabled. Its main provisions have yet to be implemented because of lack of government funds.

The Department of Health and Social Security said last night that four sections had already been implemented.



Ninety years ago the DGAA was founded to help those who are today's professional people facing livelihoods that had collapsed - and with very few others to care.

Succeeding decades have produced differing circumstances, but the continuing thread has been the knowledge that everywhere there are people, who had thought their plans for later life complete, quite suddenly finding themselves totally unable to cope.

Failing health, savings slashed in value, the shock of bereavement - whatever the reason, in each case the need for speedy help in deep distress has been vital.

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Teachers' strikes set to disrupt exams

By Sarah Thompson
Education Reporter

The two largest teachers' unions are planning a further series of half-day strikes stretching throughout the summer term.

And if their Easter conferences agree, they may disrupt examinations for the first time in three successive years of industrial action.

The teachers are protesting against a decision by Mr Kenneth Baker, Secretary of State for Education and Science, to impose a pay and conditions deal and replace

the Burnham Committee, which agreed to negotiate teachers' pay, with an interim advisory committee.

The first phase of the new wave of protests begins in the week of April 27, when up to 20,000 teachers in 13 areas will be called out on strike, affecting an estimated 1.2 million pupils for half a day each.

Leaders of the unions, the National Union of Teachers and the National Association of Schoolmasters/Union of Women Teachers, gave a warning yesterday that "passions are getting inflamed" and that examina-

tions will be hit unless Mr Baker agrees to discuss new negotiating rights.

Mr Nigel de Gruchy, deputy general secretary of the NAS/UNT, said that leaders were aware of the danger of losing momentum in the strike, adding: "That is why we are pacing ourselves for a marathon. We are not in the sprint business."

He added: "For the past three years, there have been an increasing number of calls to focus strike action on examinations from local associations at national union conferences. Passions are get-

ting inflamed and this time there are bound to be those who demand stronger action than the half-day strikes.

"Teachers have learnt that the only way to concentrate the mind of the public on the fact that our negotiating rights have been taken away is by strike action."

The union leaders dismissed Mr Baker's claim that only a third of their members have actively supported the past wave of strikes. Mr de Gruchy said: "Rallies have been extremely well attended. I went to one in Cambridge attended by a third of the

Cambridge membership of the two unions. That means that there were many more who went on strike but stayed at home."

"Teachers who have never been on strike before are joining this action", he said.

The 13 areas to be affected by half-day strikes are: Newcastle upon Tyne, Manchester, Doncaster, Barnsley, Nottinghamshire, Staffordshire, Essex, Hampshire, the Isle of Wight, Dorset, Buckinghamshire and the London boroughs of Redbridge and Bromley.

College facing further cash cut

By Our Education Reporter

Birkbeck College, the 144-year-old college for part-time students in London University, has been hit for the second year running with cuts in funding that threaten its unique undergraduate and postgraduate teaching programme.

London University announced yesterday that in the 1987-88 academic year the college's funding will be 6.9 per cent less than the figure for 1986-87. In 1989-90, the reduction will amount to 11.7 per cent off this year's figure of £7,937,000.

The university court has been advised by the University Grants Committee to allocate funds to Birkbeck on the grounds that it has a "special factor": it is the only fully-part-time, face-to-face college in the country. The UGC refused to disclose yesterday how much the "special factor" status was worth to the college but said that an extra allowance had been made for it in the overall grant to the university.

According to Birkbeck College, the university has cut the college's real-term funding more than for any other college.

Spokesmen for the university and for the UGC yesterday put the responsibility for the cut on each other's institutions. But Lady Blackstone, Birkbeck's Master-elect, said that the cut contradicted government promises of "special factor" status.

Another blow for Birkbeck is the loss of a special grant of £600,000 which the UGC gave last year when a change in the funding formula for part-time students hit the college badly.

Professor Roderick Flood, spokesman for the college, said: "We assumed that being a 'special factor' meant that this grant was a permanent feature until the outcome of a range of public inquiries was known."

"Clearly we assumed wrongly. The university and the UGC failed to keep their side of the bargain."

Whitehall union first with deal

By Tim Jones and Roland Rudd

The Institution of Professional Civil Servants yesterday became the first Whitehall union to pave the way for the Government's new approach on pay when it accepted a deal worth 15 per cent over the next twelve months.

Although the settlement is higher than the Government would have wanted, the agreement allows for the introduction of a pay structure which will include merit payments for high-flyers.

The strike by members of two other Civil Service unions could throw parts of the North-west into chaos if they carry out their threat to stay out, closing down the DHSS and Employment offices, for the full six weeks of their planned industrial action.

The two largest Civil Service unions, which started a "rolling" strike since Monday, have ordered their members to take action in each area for a week. The plan is to stagger the strike across the country until May 16.

However, Mr John Macrae, a Militant supporter on the Civil and Public Services Association's executive, predicted that many of the striking Civil servants in the North-west would defy the instruction and stay out on strike for the full six weeks.

Speaking from a strike centre in Liverpool, where all 31 Employment and DHSS offices have closed, Mr Macrae said he was delighted by the solid action.

The IPCS agreement will have no bearing on the industrial action by the other two unions who have rejected a "final" government offer of 4.25 per cent with bonuses.

Tories claim tide turning in time for the local elections

By Robin Oakley, Political Editor

The Conservatives are setting out on the local elections campaign for May 7, which could determine the timing of the general election, fortified by a marked swing in their favour in recent council by-elections.

In the five months from May to September last year, the Conservatives won 30.5 per cent of the votes in local government by-elections, running in third place to Labour, who were second with 31.9 per cent of the vote, and to the Alliance, who were first with 33.1 per cent.

In the 271 local government by-elections in the six months from October 1986 to March, with more than half a million electors voting, the Conservatives have moved into first place with 36.7 per cent of the vote to 31 per cent for the SDP/Liberal Alliance, and 27.4 per cent for Labour.

The Conservatives, disputing figures issued recently by the Alliance, say that in March alone they scored 35.5 per cent of the vote to 31.5 for the Alliance and 30.4 for Labour.

Launching the Conservative campaign at Central Office yesterday, Mr Norman Tebbit, Conservative Party chairman, predicted Conservative gains in Alliance-controlled councils and Alliance-run councils. He cited recent gains from the Alliance in the Isle of Wight, Devon, Gloucestershire and Cambridgeshire.

Mr Tebbit, in characteristically forthright style, claimed that the 30 million electorate who will choose about 12,000 councillors in the elections on May 7 would face a stark choice.

The Conservatives stood for value for money services at a price people could afford. Labour offered high spending, high rates, extremism and incompetence. The SDP and Liberals offered indecision and muddle.

The Conservatives are re-signing to losing a number of seats in the May 7 contest. The seats at stake are one third of those in the 36 metropolitan districts, one third in 116 shire districts, and all seats in 180

more shire districts in England, together with all seats in 33 Welsh districts and a third of those in four more in Wales. They were mostly lost contested in 1983 when Conservative fortunes were still running high after the Falklands war. It was a rare instance of a swing to the government in power.

The SDP/Liberal Alliance, holding 1,300 of the seats to be contested to about 5,000 for the Conservatives and almost 3,000 for Labour, has predicted that it will gain a minimum of 400.

Labour will launch its campaign next Tuesday.

Political eyes are today on the first by-election in Liverpool since the explosion of 47 Labour councillors to gauge whether the Militant stronghold has been broken.

Four candidates are contesting a vacant seat in the Labour-stronghold of St Mary's ward of the city. The socialist mantle has been adopted by Mr Ian Rogers, aged 25, a surveyor, who shies from the Militant label.

Labour tackles 'loony left'

By Philip Webster, Chief Political Correspondent

The Labour Party is planning next week to unveil a "manifesto for London" in an attempt to counter the influence of the so-called "loony left".

As part of the same process it yesterday published proposals for annual elections in the London boroughs as a further means of imposing discipline on councils captured by the hard left.

With a general election approaching, Labour leaders are desperate to tackle the acknowledged influence of the "loony left" which they believe cost it the Greenwich by-election and led to the disastrous past six weeks which have seen its position in the polls fall sharply.

The manifesto, to be published next Wednesday, will promise 120,000 jobs for the capital within two years.

It will also make a strong attack on the Government's record on crime, health, housing and other key London issues.

Labour cannot afford to lose London, which remained relatively loyal to the party during the 1983 election and the overall message will be that Labour has the policies for London and that the "loony left" runs only a small minority of councils.

Dr John Cunningham, Labour's chief environment spokesman, yesterday presented a Bill in the Commons to provide for annual local elections in London.

It has no chance of becoming law but was intended as a statement of Labour's intent to bring in such legislation.

Since the abolition of the GLC, local council elections take place only once every four years in London while other areas have local elections at least two years out of four.

Meanwhile Labour MPs were yesterday brought up to date on the details of the party's campaigning activities for the local elections on May 7 and the general election which could follow.

At the weekly meeting of the parliamentary party, Mr Bryan Gould, the campaign's co-ordinator, reported on the progress of the new "spring offensive" poster campaign.

Zeebrugge disaster

By Ruth Gledhill and Rodney Cowton

Insurers offer more money

Compensation payments made to survivors and dependants of victims of the Zeebrugge ferry disaster will be more than double the existing limit of £38,000 for loss of life.

Sir Jeffrey Sterling, chairman of P & O, the parent company of the ferry, said individual payments would be at least £80,000 per person and probably more. The insurers had decided to go beyond the limit set by the Athens Convention 12 years ago although there was no legal obligation to do so.

He said: "It is a very positive move on their part. Despite the fact that they did not have to go beyond that to whatever the Government decides the new limit will be over and above that. P & O has further funds available for hardship cases, and then there is also the disaster fund."

"Settlements will be made very speedily. It is up to solicitors to get their claims in as quickly as they can."

A decision on the final

Zeebrugge disaster

By Ruth Gledhill and Rodney Cowton

Insurers offer more money

compensation figure to be set by the Department of Transport is expected in the next two weeks. The department is talking to shipping and other maritime organizations, but its consultative paper on the issue says: "An increase to £95,000 would roughly match the increase in UK monetary earnings since 1974. An increase to £80,000 would match closely the present limit for carriage by UK airlines."

A British company yesterday said that research into the safety of roll-on/roll-off ferries had suffered because the benefits were difficult to express in financial terms.

British Maritime Technology (BMT) also said that the risk of incidents in the seas around northern Europe were higher than was generally supposed.

In spite of this, and concern about the capsize of the Herald of Free Enterprise, only one small ferry operator had responded to a proposal for a research project into the safety of roll-on/roll-off ferries.

The warnings are contained

Zeebrugge disaster

By Ruth Gledhill and Rodney Cowton

Insurers offer more money

in a proposal which has been put forward with the encouragement of the Department of Transport, by BMT, a company based at Feltham, west London, which is leading research in Britain in this field.

It was sent to 27 operators suggesting there should be a three-year programme costing £300,000.

BMT said the proposal had been sent out on March 24. Only one small Scottish operator had responded.

BMT says it is inaccurate to believe that the risk of shipping incidents in northern Europe is small.

"A study conducted by BMT on behalf of the Department of Transport marine directorate indicated that during the period 1978-83 there were 2,113 incidents, 1,352 of them being serious in nature... if one considers that each of these incidents might have happened to a ship carrying a large number of passengers and crew, the amount of risk involved can be visualized better."

The warnings are contained

Zeebrugge disaster

By Ruth Gledhill and Rodney Cowton

Insurers offer more money

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Lords give divorced fathers tax relief on paying school fees

By Frances Gibb, Legal Affairs Correspondent

A company director won an important legal victory in the House of Lords yesterday for divorced fathers who look after their children and pay school fees or other maintenance costs.

The law lords unanimously ruled that Mr Ian Sherdley, of Churt Road, Hindhead, Surrey, could have a court order against himself for payment of his children's school fees and so qualify for tax relief.

Mr Sherdley, whose three children live with him, has tried for the order since his divorce two years ago. It will mean a tax saving of £4,726 on the children's school fees.

The ruling was immediately welcomed by lawyers. Mr Jo Jackson QC, who acted for the father, said the ruling meant that innocent husbands with custody of the children were back in the same position as guilty husbands.

Both would be able to obtain tax relief on the school fees, whereas if the rulings in the lower courts had prevailed, it would have meant

that the custodial father could not obtain a maintenance order against himself and obtain tax relief. The non-custodial father who was the subject of a maintenance order could obtain relief.

There was also some speculation among family lawyers that the ruling would mean all custodial fathers could seek maintenance orders against themselves to obtain tax relief.

One expert said: "I see no reason why this ruling should be confined to school fees. It could in my view apply to all general maintenance paid by the father for the children."

The law lords' ruling overturns a Court of Appeal judgement in April last year that it would be wrong to grant the order because its sole purpose was to obtain tax advantages.

Lord Brandon of Oakbrook said that in 1985 Mr Sherdley had a gross income of £50,000, was paying his former wife £6,000 a year maintenance, had mortgage payments of

£13,000 a year and school fees for his children of about £8,000 a year.

The Court of Appeal had been scathing in its refusal to grant Mr Sherdley the order he had sought, Lord Brandon said, but it was long-established practice for the courts to make similar orders where children lived with the mother.

"I can see no good reason why the court should discriminate to the advantage of some children who live with their mother and to the disadvantage of others who live with their father," he said.

He added that he recognized the force of critical comments by the Master of the Rolls, Sir John Donaldson, in the Court of Appeal on the artificiality of contracts entered into by young children with the schools which they attend but he did not accept that a court order which contemplates the making of such contracts was a sham in the legal sense of that word.

Law Report, page 35

Nurses' rewards

Moonlighting widespread

By Jill Sherman, Social Services Correspondent

Thousands of National Health Service nurses are turning to agency work to supplement low wages, the Royal College of Nursing conference in Glasgow was told yesterday.

A recent survey in London showed that 80 per cent of trained nursing staff and 40 per cent of student nurses did regular agency work on top of their full-time jobs, the conference was told.

Nurse managers faced with under-staffed wards were taking on first, second and third

year students as agency auxiliary nurses. Other nurses were working in bars and restaurants and taking on cleaning and home-help jobs.

Miss Sally Gooch, a community nurse at Hampstead, north London, said: "The inevitable consequence of nurses doing more work is that patients will suffer. The situation is unsafe: we have a code of professional conduct but that is now being compromised."

Miss Gooch said a study of

400 nurses in Islington and Hampstead showed that four out of every five trained nurses did two out of five students did regular agency work, while 22 out of 34 sisters also admitted to extra work.

She said: "Low pay is a harsh reality for nurses in the health service. Low pay is not enough to live on."

On the Department of Health and Social Security's own estimates, 3,000 nurses were claiming family income supplement last year and four out of every 10 were on poverty wages. Student nurses earned only £83 a week and a qualified staff nurse with three years' training earned only £118 above the Government's own low-pay threshold, Miss Gooch said.

She said it might take the critical lack of nurses in teaching hospitals and the prospect of a general election for the Government to take the low pay problem seriously.

In 1985 the Nurses and Midwives Pay Review Body settlement gave nurses an average 8.6 per cent increase, but staging meant that the full amount was paid in only two months out of 12. In 1986 the implementation of the review body's recommendation was delayed until July 1.

"In addition to the personal deprivation that this Government's interference has caused nurses and their families, nurses have been subject to more blackmail arising from the Government's failure to fully fund that award, leaving hard-pressed households to pick up the tabs," she said.

Mr Ian Hargreaves, chairman of the council, accused the Government of hypocrisy and double standards in its record on nurses' pay. "I hear ministers making sympathetic noises about pay and then blackmail us over the number of kidney operations that could be performed instead."

Mr Trevor Clay, general secretary, called on the Government to implement the recommendation of the pay review body.

Rebecca Malby, aged 23, is a night sister at Hammersmith Hospital, West London. She earns £8,000 a year and takes charge of 100 beds at night. The most she could earn if she stayed in clinical nursing is £11,000. She cannot afford to buy a flat and rents a room in a "beddy" area of Hammersmith, north-west London.

She said: "The lady next door was recently nudged as she went through her front door. I sometimes come home at 11pm and leave as early as 5am, depending on my shift. I work week nights and am paid for 70 hours, although I work 77. I also do 5-10 hours agency work a week."

Mr Tony Durcan, a charge nurse at Princess Alexandra Hospital, West Essex, said his agency work provided him with the luxury of being able to afford a second-hand baby chair.

She works 66 hours a week, including up to 30 hours of agency work. "I am constantly tired and have been ill several times. My NHS work comes first but even that is bound to suffer. I thought about going to Saudi Arabia for three years but my husband needs support and it would be unfair on him."

Mr Argue said many of her colleagues were doing the same thing. "All I am asking for is a decent day's pay for a decent day's work, or I will be one of the 30,000 nurses walking out of the NHS."

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Retailers challenge manufacturers

Why doesn't it say Made in Britain?

By Brian James

What has a potato-peeler, British Army, defaulter for the use of, to do with high-speed lifts in Europe's most expensive development, a plane tree, and a buckle on a woman's shoe?

The answer, far from any connection with Trivial Pursuit, lies close to the heart of the malaise which leaves nearly 3.5 million Britons with no worthwhile pursuit whatsoever.

All these items appear on an incredible display of artifacts which this country has bought from abroad because their users had failed to find competitive makers within the United Kingdom.

That list provided the dynamic for the Better Made in Britain (BMIB) Exhibition, opened in Kensington yesterday by the Prime Minister.

This is a most uncommon event, a sales jamboree made back to front: that is to say instead of makers coming to display their wares, the big retailers who dominate Britain's high streets decked out stands with goods which they had imported and asked British manufacturers: "Why can't you make us something like this at something like the price?"

Sir Basil Feldman, the patriotic zealot who is chairman of the BMIB campaign, easily finds the figures to explain the need.

Since 1970 when our imports of manufactured goods were £4.3 billion, that figure has risen to £63 billion, easily outstripping Britain's own exports which in 1970 were nearly twice the import bill.

As a consequence, he said, an estimated 1.75 million British jobs had been lost.

"Nearly 35 per cent of all manufactured items used in our homes and factories we purchase abroad. Our shops are jammed with products we ought to set our own people to



Sir Basil Feldman showing Mrs Thatcher the range of items that British firms buy abroad, at the Better Made in Britain exhibition yesterday in London (Photograph: Graham Wood).

make for ourselves, and to sell to the world," he said.

That potato-peeler, like the "mincer, meat, hand", and the "bowl, glass, finger", on the Ministry of Defence list of shopping done abroad, can perhaps be explained. "Small makers find us forbidding. They think we only buy Tridents and tanks," said the man from the ministry.

But how do you explain steel hand saws from Germany, and spanners from Sweden where factory wages are much, much higher? And there is no explanation or excuse that will satisfy Mr Peter Rogers for some of the opportunity on the grand scale he sees daily being lost.

Mr Rogers is construction director for Rosehaugh Stanhope PLC, the company

masterminding the Broadlands development in the City of London, a complex which will cost £500 million. Of that, the estimate is that £170 million in purchasing will go abroad which makes Mr Rogers seethe.

"My company will never ever buy abroad from choice. Yet time and again we have no option. Either because our native technology is not up to the work, but much more often because British companies simply will not accept the risk inherent in investing their time on big projects."

"We wanted British lifts throughout the development. We even gave a home company a deliberate edge on the pricing. But they pulled out. Too much for them. So Germany will install our lifts."

But, Mr Rogers says, the oddest thing of all is the trees. "British plane trees to landscape the whole of Broadlands. They will have to come from Belgium. Why? Don't even ask."

"Then there is cladding the exterior 'skin' on our buildings. We waited a year for the British tenderer to say yes. He said no. 'Too risky', that is to say, we pay well but exact stern penalties if you fail, and that frightened him. The Germans and the Americans, however, leapt at the chance. That is a disaster for us and the country. There could be 10,000 jobs here, and I shall be flying off to Hamburg and St Louis to check out my cladding when I could have been just watching it roll down the motorway."

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£5m sale of master drawings planned

By Geraldine Norman
Sale Room Correspondent

The Duke of Devonshire is to sell more art treasures from Chatsworth, his family home in Derbyshire. A group of 16 Old Master drawings, valued at about £5 million, are to be offered for sale at Christie's on July 6.

They include works by Raphael, Rembrandt, Van Dyck, Correggio and Veronese.

The drawings, together with others sold earlier this year, are intended to endow a special fund to pay for the long-term preservation of Chatsworth and its art collection.

Maintenance funds are exempted from capital transfer tax and the Devonshires are thus setting up a tax-effective method for covering recurring expenditure on the conservation of works of art, historic buildings and land scheduled as being of scenic interest. The Old Master prints sold from Chatsworth for £3.6 million in December 1985 were used for this purpose.

In a previous round of arrangements to protect family treasures from tax inroads, a charitable trust was set up. This owns a long-term lease on Chatsworth and the art treasures on view to the public.

The charitable fund's need for an endowment was met by the sale of Fossitt's "Holy Family with the Infant St John", for £1,815,000 in 1981, and through a series of book sales which made £650,000 during the 1981-82 season.

The biggest and best of the sales from the collection — the Old Master drawings which realized £21 million in 1984 — was aimed at generating spending money for the Devonshire family.

Psion PC-Four. Very serious software. Very silly price. £69.

(exc VAT)

Psion PC-Four. A word processor, spreadsheet, database and graphics designer. All well tried and trusted. All four £69 (exc VAT).

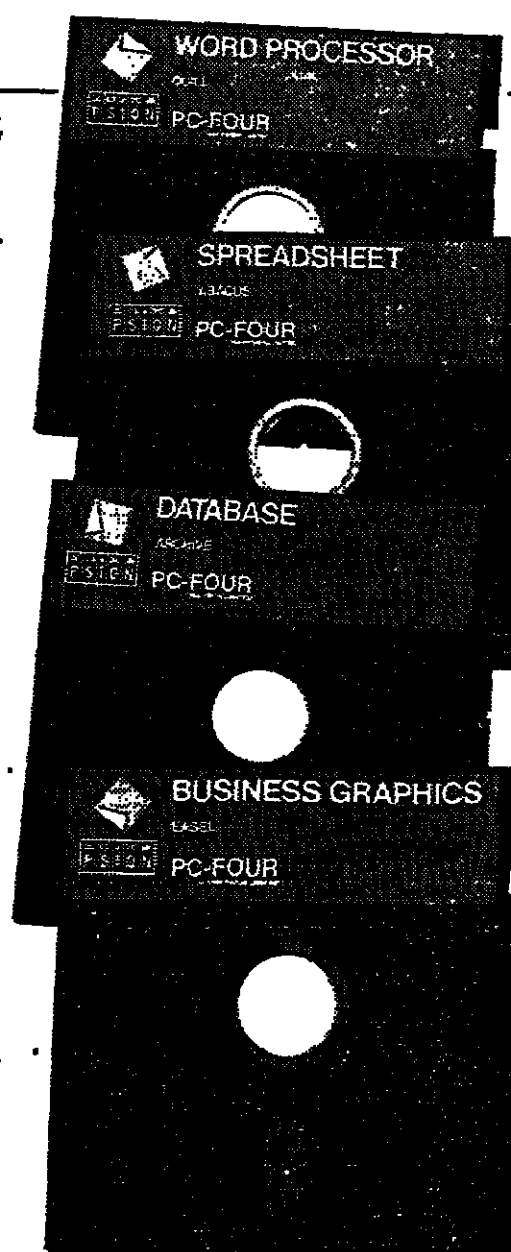
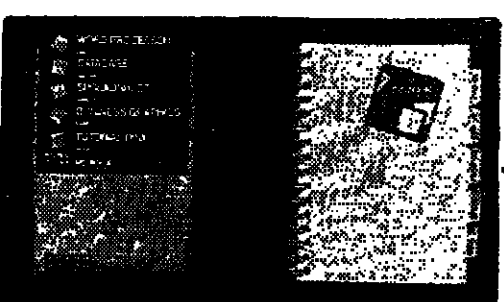
If you've ever dreamed of owning a suite of key programs for your PC without having to dig deep into the pocket, here's the eye-opener.

PC-Four gives you four powerful, feature-packed programs (plus a tutor for each, for good measure), all for the price you'd expect to pay for just one of them.

They're not 'pruned down' versions of other programs, either. They're all well-proven and highly rated. What's more, you can exchange data between the four programs (or with other programs, for that matter) so you can integrate your work. And they're all extremely easy to use, with help screens sensibly related to the current operation available at all times.

You might think, at such a low price, that the programs don't have all the features that you'd expect or want. You'd be wrong.

Take PC-Quill. 'Which Computer' called it "...the best general purpose word processor on the market". With good reason. It has full editing, text and page formatting facilities, automatic page numbering and word count, headers, footers, glossaries and so on. It incorporates mail merge from the keyboard or saved files. And the display reflects the print-out — with type emphases. So you can see what you're getting.



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It's the same story with the graphics creator, PC-Easel. This gives a wide choice of 3D, line and pie chart displays with interactive entry and design. Data can be entered direct or from a saved file and manipulated by formulae, or it can be created by manipulation of existing data. It provides user positioned vertical and horizontal annotations, keys and labels, and automatic scaling of the axes. And it allows multiple representations on one display. Micro Decision referred to it as "an extremely flexible graphics package".

On top of all this, remember, there is a tutorial disk, to show you how to use the more important elements of each program. And of course, there is a comprehensive manual.

PC-Four is designed for all IBM* PC compatibles, including the new low priced clones. Now you know what it does and what it runs on, take another look at the price. Twice.

For the name of your nearest stockist or a colour brochure, contact Psion on 01-723 9408.



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Aids victims shun cameras

By Thomson Prentice, Science Correspondent

Fears of prejudice and discrimination will prevent Aids patients from allowing themselves to be photographed with the Princess of Wales when she visits them in a London hospital today.

The Princess will meet up to a dozen victims of the disease, including a woman out-patient, when she officially opens Britain's first purpose-built Aids ward at the Middlesex Hospital. But none of the patients has agreed to be publicly identified.

Some hospital staff are disappointed that patients in the £330,000 Brodrip ward will not be photographed with the Princess because the visit was seen as vital in helping to demolish hostile attitudes towards Aids sufferers and myths about the disease.

"We hoped there would be no greater proof that Aids is not communicable by social contact than for her Royal Highness to be seen shaking hands with the patients," the hospital said. "If there was any risk to the Princess, she simply wouldn't be invited."

However, the attitude of the patients is being supported by senior medical staff.

● The world faces "an almost unbearable situation" with a generation of Aids victims suffering from dementia caused by the disease, a specialist told a seminar yesterday.

Mr Robert Pratt, of Charing Cross School of Nursing, London, said at Salford University that the number of people infected by the virus in Britain is expected to increase five-fold to 200,000 by the end of next year.

● The London Rubber Company, which claims a 95 per cent share of the British condom market, said sales had increased by 9 per cent since last year, with almost half that increase occurring since the launch of the Government's "safer sex" campaigns last November.

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● Britain's first needle exchange clinic for drug addicts opens today in an attempt to halt the spread of Aids in Edinburgh, one of the worst affected cities.

● The world faces "an almost unbearable situation" with a generation of Aids victims suffering from dementia caused by the disease, a specialist told a seminar yesterday.

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April 8 1987

PARLIAMENT

Scottish Office budget up 26%

The budget of the Scottish Office had to be increased by 26 per cent because of increased activity and demand, Mr Ian Lang, Under-Secretary, Scottish Office, said during question time.

Mr Lang said that the 1987-88 budget for the Scottish Office (Cumbria and Kilmory) was the third quarter of last year, the index of industrial production and construction, excluding oil and gas, had risen by 2.5 per cent in Scotland, compared with 1 per cent in the United Kingdom overall.

Mr Lang said that figures over the past seven years indicated that output was below that which the Government had inherited from the last Labour Government. The Government was cutting the Scottish Office budget by £100 million so how could it expect to increase output in Scotland?

Mr Lang: I am not sure which part of the budget he refers to. Output has been below the 1979 level, but it has been achieved by fewer workers.

Mr Norman Goldman (Greenock and Port Glasgow, Lab): That is an achievement? Mr Lang: That is an achievement in increasing productivity, which is the best security against unemployment.

Fox-hunting 'hooligans'

What was seen as the pre-judging of court cases in relation to public order offences at fox hunting meetings brought a sharp intervention from Mr Nicholas Fairbairn (Perth and Kinross, C). He made the afternoon session questions to the Solicitor General for Scotland, saying that Labour MPs described as hooligans people going about their legitimate sporting interests and who had not been charged or convicted.

"What hope is there for the country when the Labour Party does not even believe in the presumption of innocence?" he asked.

Mr Peter Fraser, the Solicitor General, said that Mr Fairbairn's remarks came after a demand from Mr Dennis Canavan (Falkirk West, Lab) for prosecutions of "hunting hooligans" until such time as the "barbaric practice of fox hunting is abolished".

Evidence by children

The Scottish Law Commission is examining the law surrounding the giving of evidence by children who have been abused, Mr Peter Fraser, Solicitor General for Scotland, told MPs.

He agreed that abused children should not have to go through a second trauma, but emphasized the need for a defendant to have a fair trial and a successful defence. There was a Scottish Office project in hand entitled *Child Witnesses*. The Law Commission was considering whether evidence from children could be given in a way that meant they did not have to relive the trauma.

Fylingdales plea rejected

Topographical, geographical and operational factors were such that there was no prospect, Lord Trefgarne, Minister of State for Defence Procurement, indicated in the House of Lords, of moving the Fylingdales early warning radar station out of the North Yorkshire moors national park.

He told Lord Hunt that in modernizing the station, environmental considerations would be taken into account. The "half-balls" structure would be replaced by a pyramid-shaped structure.

Wind-power generators

A Bill backed by MPs of several parties to promote the generation of electricity by wind-powered generators was given an unopposed first reading, Mr James Wallace (Orkney and Shetland, L), seeking leave to present it, said that it would promote research and development, change the valuation base for rating and improve the terms on which wind-generated electricity was sold to the electricity generating boards.

New peers introduced

Lord Gould (C), formerly Sir James Gould, who became chairman of the Scottish Conservative Party in 1983, was introduced and took his seat. His sponsors were Lord Home of the Hürstel and Lord Sanderson of Bowden.

Lord Trafford of Falmer (C), formerly Sir Anthony Trafford, the consultant who treated victims of the Brighton bombing, and Lady Blackstone (Lab), formerly Dr Tessa Blackstone, were introduced on Tuesday.

Risking away

Mr Malcolm Rifkind, Secretary of State for Scotland, was absent from Scottish question time in the Commons because he had a possible fracture of the left ankle and had been advised to move around as little as possible this week, Mr John Mackay, Under-Secretary of State for Scotland, told MPs.

Labour MPs fail again to raise shares report

There was anger on both sides of the Commons over renewed attempts by Labour MPs to raise the subject of reports that two Conservative MPs had made multiple purchases of British Telecom shares.

Mr Dale Campbell-Savours (Workington, Lab) tried to raise a letter that he had received from the Speaker to "get it into the public domain".

The Speaker (Mr Bernard Weatherill) said that he was not prepared to hear a re-run of yesterday's exchanges and persistently refused to allow the letter to be read.

Mr Campbell-Savours: I wish to draw your attention to a letter which you wrote to me and said that is not a re-run; that is a completely new matter. You will recall that last week I wrote to you submitting that the behaviour of Mr Keith Best (Viney, Mon, C) brought the House into disrepute and therefore it was a matter...

The Speaker said that Mr Campbell-Savours was not going to draw attention to a matter that he had written to the Speaker about.

He pointed out that the Procedure Committee reported some while ago about the question of privilege and it was necessary to prevent these matters being raised on the floor in this way.

"I hope he will not breach that rule of the House."

Mr Campbell-Savours: I will comply exactly with what the Procedure Committee recommended. I do not intend to read the contents of my application, I wish to draw the attention of the House to the reply.

In writing that letter to me you have effectively prevented the House and the country from knowing what your ruling is on the application I made to you. The Speaker said that that was precisely what he could not let Mr Campbell-Savours do.

Mr Dennis Canavan (Falkirk West, Lab): It is a cover-up. Mr Campbell-Savours said that he knew of no rule which prevented him from reading out a letter which the Speaker had written to him and which should be in the public domain. MPs must be allowed to raise these matters. The letter was of public importance and ultimately could become an historic document.

"It is your letter. I ask you to allow me to bring it to the attention of MPs."

The Speaker: I am not prepared to allow him...

Labour MPs: Why not? The Speaker said that all MPs should know that matters of privilege should be raised with the Speaker. The Speaker's task was to decide whether to give the issue precedence over the business already set down for a particular day.

"That is exactly what has happened and he may not go beyond that. I am not prepared to allow him to read out my letter."

Mr Skinner: They are trying to gag you, Dale.

Mr Campbell-Savours: These are not my views, they are your views. You are interpreting the rules as you see them. I put it to you, I am entitled to place this letter into the public domain.

The Speaker: I am not prepared to break the rules of this House.

Labour MPs: Get Best out.

The Speaker: This matter was debated by the House and these rules were fully debated by the House.

Mr Campbell-Savours, to cries of "disgraceful" from Conservative MPs, asked the Speaker to explain the basis of how he decided whether a matter should have priority.

The Speaker replied that this was a matter within his discretion, although he took a number of things into account, including whether an offence had occurred in the parliamentary sense.

Mr Anthony Mayhew (Northampton North, C) said that Mr Campbell-Savours constantly abused the procedures of the House, or attempted to do so. His scandalous behaviour was most unfair to Conservative MPs (Labour protest).

The Speaker: The House may rely on me to keep to the rules of order.

Mr David Winnick (Walsall North, Lab): You have stated that the House has certain privileges. The privileges belong to the House as a whole. They do not belong to individuals as far as the law is concerned.

This is a matter for the reputation of the House. People in the country are asking: Is there one law for the rest of us and one law for MPs? Our job, in order to ensure confidence in the House, is to make clear that the law applies to all.

Yesterday you stated that the position of the MP in question, the Conservative MP, has been sent to the DPP. Today newspaper reports that it is extremely unlikely that any prosecution is going to occur.

In order to avoid repeated points of order day by day, what action can we take to ensure that someone who has broken the law, a member of this House on the Conservative benches, is treated no differently from any of our constituents?

The Speaker: The whole House would accept that matters of this kind where charges may be made is a matter for the courts. Surely, MPs would not wish to proceed by innuendo.

Mr Patrick Nicholson (Teignbridge, C): Can you confirm that the matter underlying this affair will be dealt with as and when the law takes its course? When MPs on the other side of the House have faced charges, we have waited.

Mr Nicholas Fairbairn (Perth and Kinross, C) said that it was not in the interests of the House, in nuclear weapons, he said that the threat of suicide was not credible, but what the Prime Minister was threatening was not just suicide, but the destruction of civilization and maybe of mankind itself.



Mr Dale Campbell-Savours seeking a way round the Speaker's ruling.

matters of conduct of MPs on any side.

Nor should they abuse the Speaker's right of copyright as regards the letter or the trust he had put in them by sending it in order to make cheap bad use of it.

Mr Dennis Canavan (Falkirk West, Lab) said that he had seen the letter sent by the Speaker.

"I understand part of the reason why no immediate action is being taken against Mr Best is that it is considered that his offence was outside this House and was unrelated to parliamentary proceedings."

"I understand that he supported and voted for the legislation to privatize British Telecom which gave him the opportunity to line his pockets."

"Many people outside this House must be thinking that if that is not a breach of privilege, if that is not contempt of the House, if that is not abuse of a MP's position, then what is?"

The Speaker: The House would not expect me to give reasons for the decisions I take in these matters.

throw out the MP or Mr Best? The Speaker: In this country, we are all subject to the courts. This is a matter which will be dealt with in that way and not by points of order.

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inequality in Britain had risen dramatically. Greed and evil were driving out the caring and good.

The Earl of Arran (C) said that the best barometers and interpreters of the political mood of the country were the national opinion polls.

Under the previous Labour Government, divisions abounded and feuds were at work. Only a fool or someone smitten with political envy would not admit that considerable progress had been made. He did not detect any sense of lack of unity.

Lord Mayhew (L) said that the two big barriers to unity in the country were the two class-based political parties. For decades Britain had been hamstrung by sterile confrontation between Labour and Conservatives, both having been in power through a first-past-the-post voting system specially designed to divide the nation.

Now a third force, a fresh wind, was changing things. The Alliance supported the aims of the debate.

Foreign affairs debate

Russia trip 'high point'

The following report of a Commons debate on foreign affairs appeared in later editions of this newspaper yesterday.

The Prime Minister's visit to Moscow last week was the high point so far of this Government's sustained determination to achieve practical improvements in East-West relations. Sir Geoffrey Howe, Secretary of State for Foreign and Commonwealth Affairs, said at the start of the debate.

He said that Mr Gorbachev's arrival at the top of the Soviet leadership had been an event of lasting significance, nationally and internationally. Already his presence in the Kremlin was having a manifest impact on life and government in the Soviet Union.

After a series of journeys to the socialist bloc, he was struck by their failure to bring prosperity to their people. The contrast with Western Europe could hardly be greater. They face the difficulties of managing failure while we face, essentially, the difficulties of managing success.

Protectionist pressure had gained ground in response to persistent imbalances between economies of major countries. One of the most serious of these imbalances was with Japan.

"The Japanese cannot continue to enjoy a free run in Europe without the risk of allowing in return free access to their own markets."

"Our objective is not to mount a trade war, still less to close markets. It is to secure an opening of those markets. The Japanese share with the rest of the world responsibility for promoting these objectives."

Mr Denis Healey, chief Opposition spokesman on foreign affairs, said that the Prime Minister's visit was a landmark in his belief in megapower diplomacy.

Mr David Watt, whose tragic recent death all MPs regretted, had reported in *The Times* that the Prime Minister held a seminar at Chequers a few weeks ago on changes in the Soviet Union.

After being briefed by experts, she had permitted herself an astonishing outburst. She had shrieked that socialism was unmitigated evil... they never changed.

Yet, within 24 hours of being castigated by Mr Gorbachev for her Kremlin banquet speech, Mrs Thatcher appeared on a television interview, all melting and smiling, praising the Soviet leader as a man of fantastic courage, utterly outstanding, reasonable and someone who could be trusted.

What had produced this miraculous conversion? Philosophical debate she had with Mr Gorbachev? It had lasted that long because, every few hours, the Soviet leader had succeeded in getting a word in.

There were signs that at some stages, Mrs Thatcher had actually listened to what he said.

After giving a detailed criticism of what he called Mrs Thatcher's "passionate belief" in nuclear weapons, he said that the threat of suicide was not credible, but what the Prime Minister was threatening was not just suicide, but the destruction of civilization and maybe of mankind itself.

Peer in call for national unity

HOUSE OF LORDS

The possible imminence of a general election and the state of the public opinion polls crept into a debate in the House of Lords in which Lord Mayhew (L) put his side of the case for creating a sense of unity and purpose among all United Kingdom citizens.

He recalled the joys of life under the post-war years of the Labour Government when, he said, ordinary people were really put on the agenda. Now the sense of unity and purpose in the nation was diminishing because of lack of attention to housing, health, law and order, and unemployment.

Freedom in the education system was in danger of being undermined by centralization, a principle alien to the British way of life. Those who worked in the National Health Service were outraged by what was going on. Some of the managers were looked upon as the death watch beetles of the health service.

inequality in Britain had risen dramatically. Greed and evil were driving out the caring and good.

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Control of public cash 'a formality'

By Our Political Reporter

Parliament's approval for nearly £150 billion of public expenditure each year is "largely a formality".

The Commons Public Accounts Committee claimed in a report published yesterday that, so inadequate is the financial information provided by the Government to members of Parliament, that parliamentary control of public spending is of "doubtful effectiveness".

Mr Robert Sheldon, the committee chairman and a former Financial Secretary to the Treasury, said that he had long been alarmed at the failure of this "key constitutional control" and that Parliament had to know what the Government's financial objectives were and whether they were being achieved.

The committee hopes that its report will spark wider debate on the Government's financial reporting to Parliament and adds that, "without some radical change in procedures, Parliament's authorization of supply may increasingly be taken for granted."

The report points out that funds are allocated to Government departments before Par-

liament has even approved them, that Parliament is not told enough in the annual Supply Estimates about the Government's aims and objectives and that MPs lack the necessary information to monitor actual performance.

As a longer-term solution, the Public Accounts Committee suggests that Parliament might find a new means of approving public spending instead of through the estimates presented to the Commons each March.

That could be through an entirely new document tailored to Parliament's needs, or through earlier and more developed estimates, or a second volume of the public expenditure White Paper, which is published each January.

More immediate recommendations include annual reports from each department, clearer presentation of the estimates, and more information on departmental stewardship of their assets, on overall aims and specific objectives of the spending of funds and on performance.

Committee of Public Accounts: Financial Reporting to Parliament (Stationery Office, £3.60).

Doubts on closure of roads

Doubt about whether the closing of border roads between Northern Ireland and the Republic would provide any security benefit was expressed by Sir Seamus Mallon (Newry and Armagh, SDLP) when a Government clause confirming the power to close roads crossing the border was added to the Northern Ireland (Emergency Provisions) Bill.

Mr Nicholas Scott, Minister of State, Northern Ireland, moved the new clause on report stage of the Bill. He said that it was necessary to clarify the legal basis of closures which had taken place under previous enactments.

Mr Mallon said that closing of border roads created difficulties for farmers. In one case, farmers who needed to get from a field to a neighbouring one had to travel six miles.

Just as the administrations north and south of the border were beginning to work closely together the roads between the two jurisdictions were to be blocked.

Mr Scott said that some idea of the scale of the problem could be gauged by the fact that there were some 300 crossings along the border of which approximately 100 were presently closed, half under the emergency provisions and half under the Stormont legislation of 1970.

The new clause was added to the Bill.

PSA 'should face competition'

By Martin Fletcher Political Reporter

The Government's £2.8 billion-a-year Property Services Agency should become a trading fund with commercial accounts and be opened up to competition from the private sector, the Commons all-party environment committee, which is chaired by Sir Hugh Rossi, said yesterday.

As already disclosed in *The Times*, the committee's report said the PSA had failed in its task of managing and maintaining the Government's vast property portfolio.

It lacked the clout and financial independence from the Treasury to manage that estate properly, lacked the funds to make repairs into a vast maintenance backlog, had allowed huge time and cost overruns on new building projects and was not responsive to clients.

By becoming a trading fund the PSA would acquire the necessary financial independence to run the estate on commercial lines while client Government departments would be able to assess its performance and if necessary go elsewhere for maintenance and lesser construction projects.

Those departments respon-



sible for specialist buildings such as prisons, courts or research laboratories would assume total responsibility for their construction and maintenance.

The PSA should be reorganized to create "a leaner, fitter and more professional organization" with enhanced powers to manage the Government estate more positively on a landlord-tenant basis.

Environment Committee: Property Services Agency (Stationery Office, £3.80).

Unions agree to Scots talks

CATERPILLAR

The Advisory, Conciliation and Arbitration Service had approached the unions in the dispute over the decision to close the Caterpillar plant near Glasgow and the unions had agreed to attend a meeting, Mr Ian Lang, an Under-Secretary of State for Scotland, said during Commons questions.

The Caterpillar management had been approached and were considering the matter. He expressed outrage at the management's handling of the proposed closure.

Mr James Hamilton (Motherwell North, Lab), in whose constituency the plant is situated, had suggested a Government initiative to try to get the management, preferably at the American level, to meet shop stewards despite the sit-in at the factory. Otherwise, he said, unemployment in Motherwell district, now 20.5 per cent, would grow even faster.

Mr Gavin Strang (Edinburgh East, Lab) said: The people of Scotland want action, not just words, from the Government to secure the industrial future of the works.

Would Mr Lang take the plant and equipment into public ownership, either directly through nationalization or through the Scottish Development Agency? Then he would be in a position to negotiate constructively with Caterpillar.

If this failed, however, at least the equipment would remain to be used by other industrialists for the benefit of Scotland.

Mr Lang replied that nationalization never solved any industrial problem in the past and he could not see it being appropriate in this situation, either.

"I would like us to be able to get into the plant to help to complete the profile which the Scottish Office is compiling through the Scottish Development Agency with the industrial department so that we can try to market the facility on a world-wide basis."

Mr Michael Hirst (Strathkelvin and Bearsden, C) said that Mr Lang should tell the Caterpillar management that the industrial department so that we can try to market the facility on a world-wide basis.

Mr Lang said that he shared Mr Hirst's view of the way the management had handled the matter from the outset.

Mr Donald Dewar, chief Opposition spokesman on Scotland, said that it had been illustrated again today that there is a sense of anger and outrage at the way the company has treated the workforce.

Mr Lang said that both he and the Secretary of State for Scotland (Mr Malcolm Rifkind) shared Mr Dewar's feeling of outrage at the way the whole business of the closure had been handled.

Earlier, Mr Lang said that his main objective was urgently to explore the possibilities of retaining manufacturing operations and employment at Tannochside and that officials of the industry department for Scotland were in regular contact with Caterpillar management.

Sir Russell Johnston (Inverness, Nairn and Lochaber, L) asked if he would be able to put specific proposals to put up before the STUC on Caterpillar, to show evidence that the Government was prepared to do something direct to save 2 per cent of Scottish manufacturing industry? Otherwise its expressed hope of seeing unemployment drop would be seen as simple, pious nonsense.

Mr Lang said he would point out that the sooner action could be gained to the plant, the sooner the Scottish Office would be in a position to market it around the world.



Geoffrey Smith

There was a higher proportion of political knockabout in Mr Denis Healey's speech in the Commons foreign affairs debate on Tuesday than was appropriate from the shadow Foreign Secretary on such an occasion. It was not even particularly good knockabout; he is generally a much more accomplished practitioner of that art form.

But his speech offered further confirmation that Mr Healey is now providing a classic example of the dilemma facing a senior politician who disagrees with his party. He can declare his disagreement publicly and resign from any office he holds, or he can go along with the policy while seeking to modify it.

The case for the first course is that it is the more straightforward. The disadvantage is that it is all too likely to be ineffectual. Resigners do not often change their party's policy and they remove themselves from positions of influence.

Resigners rarely recover

Those who depart in middle age or later rarely recover their former power. That is a galling prospect for those with faith in the value of their influence.

In the British political system, where so much depends upon parties, the less heroic line is usually the wiser on all except major issues. Collective responsibility could not operate if self-righteous politicians were always responding to the call of their conscience whenever they disagreed with their colleagues.

But senior politicians cease to carry conviction if they are seen to compromise too much on the really important questions. I doubt if Rab Butler ever quite recovered his standing in the eyes of the Conservative Party after his equivocations over Suez.

He did not approve of the operation. But he did not protest; he simply negotiated the withdrawal of the British force while Eden was convalescing in Jamaica. Perhaps by then there was no alternative. But Butler's conduct managed to satisfy neither section of the party.

Similarly, I do not think that Mr Healey has ever truly believed in Labour's non-nuclear defence strategy. But he did not object, as he could have done before his publication, to what the last Labour manifesto in 1983 had to say on the subject. He simply tried to hijack the policy during the campaign by declaring that if Polaris was not negotiated away in Geneva then Britain should keep it.

After the election he played no part in reformulating the policy. But once again he set out to reinterpret it, and it has indeed been modified much along the lines he suggested some years ago.

I heard him begin the exercise in a fringe meeting at the 1984 Blackpool party conference. He endorsed the non-nuclear defence strategy, provided that this was based upon negotiations with our allies.

That proviso is now official Labour policy. It may not seem to change much. But the United States would not readily agree to remove their nuclear bases from this country; and who would conduct the negotiations from the British side?

Discretion in negotiations

Why, surely the Foreign Secretary in an incoming Labour government: none other than Mr Healey himself. He would obviously hope to have discretion as to how hard to press the Americans, especially as Labour does not now propose to demand the withdrawal of cruise missiles so long as negotiations are proceeding with the Soviet Union for an INF agreement.

In the current issue of the American journal *Foreign Affairs* Mr Healey sets out Labour defence policy in as unprovocative a fashion as one could imagine. He makes it sound more like a contribution to collective NATO thinking than a threat to the alliance.

It is an ingenious exercise. But it will not make Labour defence policy acceptable to any section of mainstream American opinion. Nor will it repair the damage that has been done by Mr Healey's gyrations in his reputation among many people on both sides of the Atlantic who have much respect for his ability and his previous record.

Parliament today

Commons (2.30): Debtors (Scotland) Bill, remaining stages. Lords (11): Abolition of Domestic Rates Bill (Scotland) Bill, committee, fifth day.

Hurd gets plea for easier ways to dismiss unsuitable policemen

By Peter Evans
Home Affairs
Correspondent

Mr Douglas Hurd, Home Secretary, is considering an official report calling for ways of dismissing police officers "clearly unsuitable to hold the office of constable".

The call came yesterday from the Police Complaints Authority, whose chairman, Sir Cecil Clothier, said at a press conference: "We often come across instances of police officers who may not have done anything deserving the full rigour of police discipline but who, nevertheless, on a number of occasions, have shown that they don't really know how to do the job well."

"And maybe they are also the kind of people who react

Disciplinary charges are being brought against seven police officers after the death of Mr John Mikkelsen, of Bedford Close, near Feltham, west London, the Police Complaints Authority said yesterday.

Mr Mikkelsen, a member of the Windsor chapter of the Hell's Angels, died in hospital during the night of July 15-16, 1985. He had been taken into police custody earlier that

night. After completion of the investigation into the circumstances of his death, an inquest was held in March 1986.

After the inquest, solicitors acting for officers concerned applied to the High Court for a judicial review of the coroner's verdict of a lawful killing. The review upheld the appeal and a new inquest was opened on February 10, 1987, which returned a verdict of misadventure.

Its annual report says: "It would be in the interests of all parties to consider some method of terminating an unsuitable officer's service with, of course, the appropriate safeguards which are afforded to all citizens."

Sir Cecil also complains about relationships with the Metropolitan Police. "We are bound to say we have more problems in dealing with the Metropolitan Police than with

other forces. With them "we are at least able to conduct a dialogue at senior level when it is necessary to do so. This is difficult to achieve with the Metropolitan Police."

"Since complaints against the Metropolitan Police represent almost a quarter of the cases the authority deals with, this is regrettable."

The report calls on the Metropolitan Police to review administrative procedures in that field. It makes it plain that all chief officers - that is assistant chief constables upwards - are not equally co-operative, however. Sir Cecil refers to the good will and good citizenship of the majority "who help us when they could so easily hinder us if they were minded to. A few are so minded."

He said at the press conference that the unhelpfulness usually came in the form of the response to what the authority thought were quite reasonable suggestions about the disciplining of officers.

It could take the form of long delays in answering propositions the authority put about discipline, or in organizing a tribunal to hear charges.

The authority, an independent body, last year dealt with 15,865 complaints by the public against the police, arising from 6,646 incidents.

Criminal proceedings were brought against 48 officers, including 40 for assault, one for corruption, three for traffic irregularities and one for irregularity of evidence. A total of 116 officers under investigation left the service.

The report outlines general proposals already made in the wake of investigations. These included:

● Firearms: more control and supervision over armed police operations, particularly on family homes.

● Police national computer: stricter rules regulating use by officers.

● Search warrants: magistrates are now required by the Home Office to time as well as date warrants.

● Police vehicles: all Metropolitan Police vans are now clearly marked with identifying numbers. Other forces have been urged to do the same.

Annual Report of the Police Complaints Authority 1 January to 31 December 1986. (Stationery Office, £8).

Paintings of note put artist in dock

An artist who draws paper money to pay his way was sent for trial yesterday on counterfeiting charges.

James Boggs, aged 31, will appear at the Central Criminal Court in the first prosecution of its kind to be brought by the Bank of England.

The private prosecution alleges that the American artist broke the law by painting four notes without permission.

Police seized the paintings of a £10, £5, and two £1 notes at an exhibition in Blackfriars, central London.

Mr Robert Harman, QC, for the bank, told Horseferry Road magistrates: "Boggs wrote to the bank asking for permission to continue producing pictures of bank notes. This permission was refused." An application from Mr Mark Stephens, for Mr Boggs, to have the case dismissed was rejected by magistrates. He had claimed the notes were "original works of art".

Mr Boggs, of Denning Road, Hampstead, north-west London, was committed for trial on unconditional bail. Reporting restrictions were lifted.

After the hearing, Mr Boggs said: "I just cannot believe it. I do not sell my works of art - I spend them." He told how he once paid a £19 London restaurant bill by drawing a £20 note on the table cloth.



Mr Boggs, who is facing trial at the Central Criminal Court, with a sample of his work (Photograph: Mark Pepper).

More men for five big areas

By Our Home Affairs Correspondent

More manpower for five big city police forces hard pressed by crime was announced yesterday by Mr Douglas Hurd, Home Secretary.

The increases are part of the Home Office commitment, announced last May, to reinforce the police outside London by 2,000 officers, plus additional civilian staff, over a four-year period.

The extra manpower goes to:

● South Yorkshire: Fifty police officers, 33 full-time and two part-time civilians.

● West Yorkshire: Fifty police officers and 50 full-time civilians.

● West Midlands: Four hundred and twenty-seven full-time civilians.

● Merseyside: Forty-nine full-

time civilians.

● Northumbria: Five full-time civilians.

Ministers say that allowing more civilians to be appointed frees police officers for operational and street duties.

The big increase in civilian staff approved for West Midlands, for example, should release 382 police officers for operational duties.

Housing divide widens

By Christopher Warman
Property Correspondent

The ever widening north-south divide is highlighted by surveys on housing in Lancashire and Bedfordshire, published by the Nationwide Building Society yesterday.

The Nationwide says they confirm the increasingly wide disparity between house prices in the North-west and the South-east, while the Bedfordshire survey also shows that the boom enjoyed by the Home Counties is creeping further north.

According to the surveys, the average price of a house in Bedfordshire is £42,972 compared with £27,339 in Lancashire, set against a UK average of £40,760.

Mr Bernard Rozier, Nationwide's general manager of housing, commenting on the extension of the price boom north of London, said that prices in Bedfordshire were now a "staggering" 40 per cent higher than those in Lancashire.

The differences in increases is shown by the fact that in the three months from January to March, prices in the North increased by only 1 per cent, while in the outer south-east region, which includes Bedfordshire, prices rose by 4 per cent. "On an annual basis the contrast is even sharper. In the North prices rose by 6 per cent over the year ended March 1987, but the rise in the South-east over the same period was 18 per cent", Mr Rozier said.

New shop jobs for the North

A thousand new jobs are to be created in the north of England through the development of a chain of superstores, it was announced yesterday.

Six stores are to be built, at a cost of more than £20 million, by the Dundee-based retailers, William Low. The chain is part of the company's plan to expand out of its Scottish base and to challenge larger stores.

Mr James Millar, Low's managing director, said that the stores would help revitalize the economy in unemployment blackspots and bring a wider range of goods to shoppers. He said: "Economic regeneration is not simply about building manufacturing plants. The service industry has a key part to play by creating spin-off employment in the administration and maintenance of stores."

One third of the new jobs will be in full-time management and supervisory posts, the remainder will be part-time.

Each of the new stores - at Consett, Driffield, Selby, Seaham, and Felling, with another location still to be announced - will cost about £3 million. The company is also spending a further £3.5 million improving its main distribution centre at Gateshead.

It employs 5,000 people in Scotland, where it also plans to spend a further £20 million on nine new stores.

William Low operates 70 shops with about 750,000 customers a week.

Axe find after deaths put teacher 'in panic'

A teacher told a murder trial yesterday that she "panicked" on finding a household axe in her garage that she did not recognize, six days after the killings of a woman and her baby.

Heather Arnold, of Orchard Road, Westbury, Wiltshire, said at Bristol Crown Court that she felt she was under suspicion for the murders of Mrs Jeanne Sutcliffe and her baby, Heidi, on April 30.

She said she had some inexplicable need to get rid of the axe. She "automatically" picked up a bow saw and cut the axe handle into three pieces before scorching it.

She attempted to dispose of the three pieces of axe handle in a rubbish bag put out for collection.

She could not recollect what she did with the axe-head until

"rediscovering it" in her handbag later in the evening when she was at Stone, Staffordshire, about 100 miles away.

Mrs Arnold denies murdering Mrs Sutcliffe, aged 39, and her daughter aged eight months at their home at The Butts, Westbury.

Mrs Arnold was a mathematics teacher at Kingdown Comprehensive School, Warminster, Wiltshire where Mrs Sutcliffe's husband, Paul, aged 45, also worked.

Explaining why she had panicked, she said: "I had been interviewed at some length no fewer than three times. I had personal clothing taken away. I was very distressed about the whole ghastly business."

The trial continues.

Loneliness is just one problem

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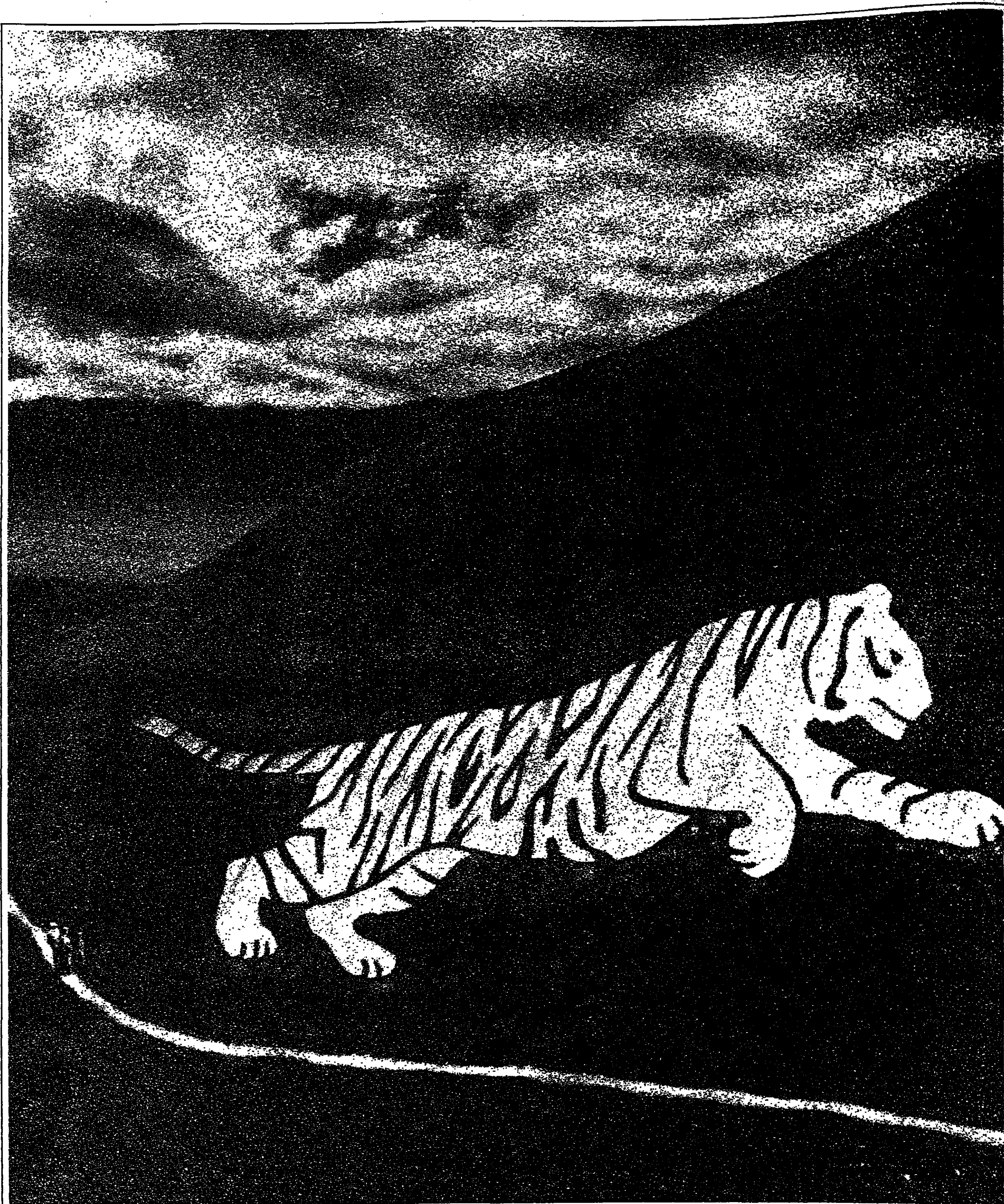
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WORLD SUMMARY

Submarines exercise Nato

Washington — American and Nato forces are monitoring what appears to be the largest deployment of Soviet nuclear attack submarines in the Western Atlantic in nearly two years, Pentagon officials said (Mobsin Ali writes).

The Soviet undersea exercises are believed to include several classes of hunter-killer vessels, including the nuclear-powered Victor class, according to one official. He declined to say how many submarines were involved in the exercises, which did not seem routine, or where exactly they were taking place.

Surveillance of the vessels was continuing, and there did not seem to be any increased threat to US interests.

Dissident in coma

Strasbourg — A Jewish refusenik, Mr Lev Albert, lost consciousness in the Soviet Union on Tuesday after 30 days of hunger strike, according to human rights campaigners, Mr Nathan Shtrassky (Our Correspondent writes).

Mr Albert and his family have been trying for 12 years to leave the Soviet Union for Israel but have been consistently refused permission. The hunger-striker was also a former "Prisoner of Zion", imprisoned for his Jewish activities.

Bishop's appeal

Buenos Aires — A prominent bishop has asked the Pope to forgive the Argentine Catholic Church because "we have not always identified ourselves with the poor, the needy, and the persecuted" (Eduardo Cue writes).

Bishop Miguel Esteban Hesayne, a leading critic of the former military dictatorship and its so-called "Dirty War" against subversion, made his comments on Tuesday during a brief Papal stop in the city of Vienna on the second day of the Pope's seven-day visit to Argentina.

Rebuff for Belgium

The Foreign Office yesterday set out to block efforts by Belgium to open talks with Syria on behalf of the 12 EEC nations (Andrew McEwen writes).

Strong irritation over remarks by Mr Leo Tindemans, the Belgian Foreign Minister, whose country holds the EEC presidency and who said he had persuaded the 12 to discuss an international Middle East peace conference with Syria, was made plain through diplomatic contacts.

The Foreign Office ensured that no doubt was left by issuing a public statement: "Britain continues to believe that high-level contacts with Syria would be inappropriate. They would send the wrong signal to Syria, which has not changed its attitude to terrorism."

'Baby M' appeal

Trenton (Reuter) — New Jersey's Supreme Court yesterday agreed to hear an appeal from Mrs Mary Beth Whitehead to overturn a \$10,000 (\$6,200) surrogate motherhood contract and reinstate her parental rights to Baby M. The court also agreed to consider this week whether Mrs Whitehead should be granted visiting rights during the appeal process. The ethical and legal issues of the case have attracted world-wide attention.

Cricket deaths

Delhi (AFP) — Two people died in western India in stabbing incidents sparked off by Pakistan's defeat by England at Sharjah in the United Arab Emirates, the Press Trust of India (PTI) reported. Five others were injured as police dispersed crowds who fought pitched street battles in the city of Baroda. Indian Muslims often celebrate a sports victory by Pakistan by exchanging sweets and setting off fire crackers.

Schoolgirl's victory

Sydney — An Australian schoolgirl has won the right to be taught the same curriculum as her twin brother after a three-year battle with the New South Wales education authorities (Stephen Taylor writes).

In April 1984, Miss Melinda Leves, then aged 13, demanded the right to study technical drawing and the Appeal Court yesterday upheld her request.

Children's Society Week. April 5th-11th.



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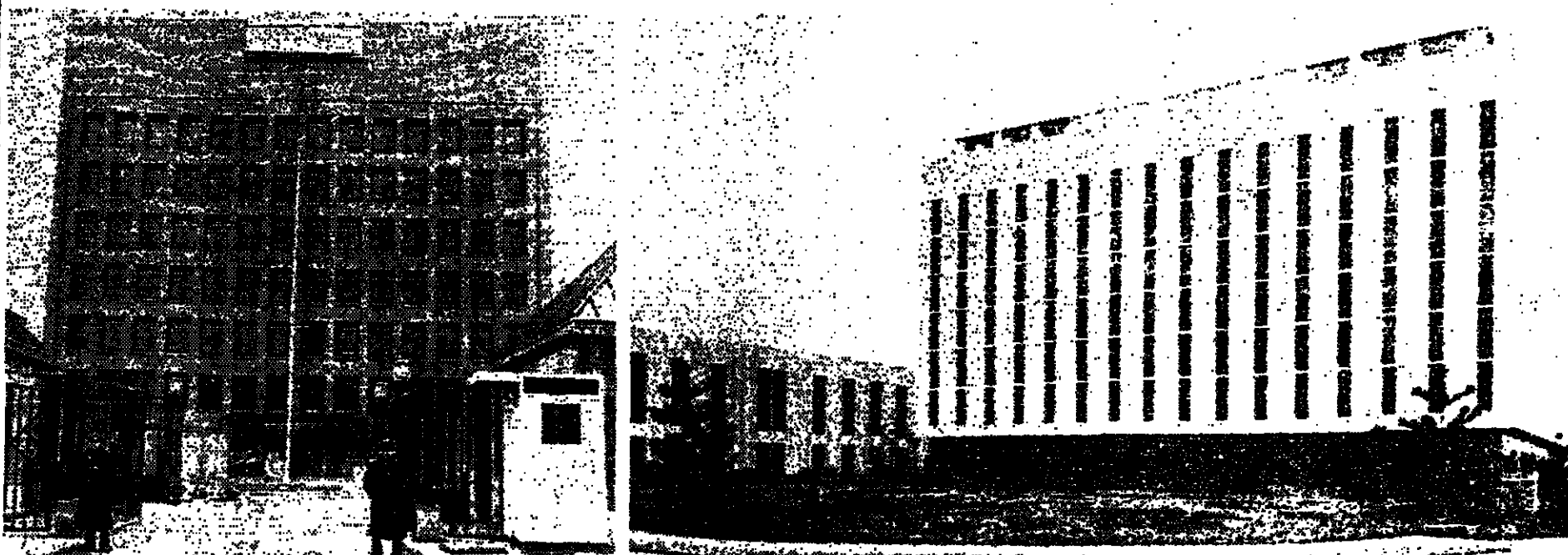
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Tangled tale of two embassies stretches back to Stalin



The new US Embassy in Moscow, left, and the new Russian compound in Washington. Each will remain empty until the Americans know their chancery is "bug"-free.

From Christopher Thomas Washington

The new American Embassy in Moscow is a story of disasters. Even the roof leaks. It is five years behind schedule and \$100 million over cost. Russian workmen were locked out of the site in 1985, when work stopped, leaving the unfinished chancery building at the mercy of the Moscow climate. Soon it may be demolished because it is so riddled with eavesdropping devices.

The folly of allowing Russian workmen to build the embassy is at the heart of the crisis. The workmanship itself was bad, but much more serious was the complete freedom the Soviet Union enjoyed to spread electronic listening devices like confetti. Bugs have been found inside concrete, beneath floors, in walls, above ceilings, even inside metal frames.

The Soviet Union's new embassy atop Mount Alto, three miles from the White House and at the highest point in Washington — and thus ideal for intercepting messages —

US and Soviet chanceries prevented from opening

was built by American workmen, but with a difference.

After a single bug was found in a toilet partition, a team of 10 to 12 Russian security inspectors examined every piece of material, disassembled windows and window frames, X-rayed every inch of steel and all the exterior walls, and insisted that all building materials be fabricated on site.

The Americans were not so careful in Moscow. Much of the material was assembled off-site and given only the most cursory inspection when it was delivered, demonstrating an astonishing complacency about security and, perhaps, an arrogant under-estimation of Russian bugging technology.

Arguments about who should have built the embassy date back to 1934, when the first US Ambassador to the Soviet Union raised the issue of a new embassy with Stalin. Talks broke down in 1939. They resumed in the mid-1960s, when they were linked to construction of a new Soviet Embassy in Washington.

Agreement was reached in 1969, when Moscow settled for the Mount Alto site. The rooftop of the nearly finished building bristles with aerials.

Like the American compound in Moscow, the Russian compound contains offices and apartments that

are already occupied. The main chancery building is empty and will remain so until the US finally occupies a new chancery in Moscow, an arrangement agreed from the outset and reiterated this week by President Reagan.

The issue of whether American or Russian contractors would build the US complex was settled by two agreements reached in 1972 and 1977. President Nixon, fired by the spirit of détente, personally intervened and ordered American negotiators to reach a swift accord. It was signed a month later, on December 4, 1972. It took five more years to reach a final protocol on construction terms, which was signed in

Moscow in March, 1977.

The site will not become sovereign US territory until the chancery is in operation. But the US was within its rights under the terms of construction to lock out Russian workers when bugs were discovered in building materials.

Security arrangements at the present American Embassy display a total faith in the integrity of the Marines, who traditionally guard all US embassies worldwide. The television monitors that watch sensitive areas, for example, are fed back solely to a Marine command post, suggesting that nobody believed a Marine could ever become a spy or succumb to temptation.

The embassy in Moscow has lacked high-tech security devices, such as mechanisms to record the opening and closing of doors to sensitive areas, complete with times and durations. Late at night, few Marines are normally on duty.

Only in recent years has the US become seriously security-conscious.

Blow for Craxi puts Italy on election course

From Roger Boyes, Rome

Overcome by political vertigo, the Government of Signor Bettino Craxi slipped from its precarious perch last night, plunging Italy into yet more weeks of crisis and the near certainty of early elections.

Signor Craxi told Parliament that the Christian Democratic Party was withdrawing 16 of its ministers from his caretaker Government, thus effectively pulling the rug from under his feet. Although Signor Craxi did not immediately resign — he presented the situation for all night discussion by Parliament — political analysts said that he would almost certainly have to step down today.

Signor Craxi first resigned more than a month ago, on March 3, after feuding between his small Socialist Party (commanding 11 per cent of the vote) and the Christian Democrats (the leading force in Italian politics with 34 per cent of support).

President Cossiga engaged two leading politicians, the Christian Democrat, Signor Giulio Andreotti and the Communist, Signora Nilde Iotti, to patch together a new coalition. But both failed and so, in desperation, he refused Signor Craxi's resignation and sent him back to Parliament to face a confidence vote.

The Christian Democrats yesterday made the second resignation inevitable by withdrawing their ministers. The level of trust between the

erstwhile allies, the Christian Democrats and the Socialists, is at an all-time low. Although there is a slim possibility that Signor Craxi will try to cobble together a centre-left alliance with the Communists that would guide the country through referendums on nuclear power and judicial reform, the strong likelihood is of an early election.

Depending on when President Cossiga decides to dissolve Parliament, polling would most probably take place in June. That would prove to be an embarrassment for President Reagan, due to visit Italy on June 6. Should he shake hands with the Communists and will he openly state his preference for a Christian Democrat government?



Signor Craxi: expected to step down today.

Chirac wins vital confidence vote

From Diana Geddes, Paris

One year after coming to power and just a year before the presidential elections, M Jacques Chirac, the French Prime Minister, won his requested vote of confidence in his Government's policies early yesterday morning by 294 votes to 282.

M Raymond Barre, M Chirac's principal right-wing rival in the presidential stakes and a constant backbench critic of the Government, joined his colleagues in the centre-right UDF party and the deputies of M Chirac's own Gaullist RPR party to give the Government the semblance of unity it was seeking.

The Communists, Socialists and 34 deputies of the extreme-right National Front voted against the Government, as they did on the last vote of confidence exactly a year ago. The National Front is particularly angry about the Government's apparent climbdown on the intended harder line on immigrants wishing to obtain French nationality.

In an hour-long speech to deputies on Tuesday, in which he staunchly defended the Government's policies and announced its plans for the coming year, M Chirac said that there was no question of denying the Government's allies the right to criticize or to

put forward alternative proposals, but they must not call into question the essential lines of the Government's programme.

Over the past few months, there has been increasing dissension from within the UDF ranks over the Government's economic policies, its proposed referendum on the future of New Caledonia, its defence policies and the reform of the nationality law.

Divisions have also appeared over the choice of presidential candidates. Although it has long been accepted that there would be two right-wing candidates — M Chirac and M Barre — there is now a growing movement in the Parti Républicain, the main constituent of the UDF, to promote the candidacy of their own leader, M François Léotard, the Minister of Culture. M Léotard is said to have the backing of former President Giscard d'Estaing.

Nevertheless, the two main parties in the Government coalition overcame their differences on Tuesday to elect M Giscard d'Estaing to the presidency of the foreign affairs committee of the National Assembly. Last year, M Roland Dumas, the former Socialist Foreign Minister, obtained the much-coveted post by default.

America's 'holy war'

Television evangelist accused of orgy

From Charles Bremner, Chicago

Elders of the Assemblies of God Church have begun investigating charges of adultery and coercion involving the fallen television evangelist, the Rev Jim Bakker, as reports emerged that what he claimed was a brief tryst had been, in fact, an orgy.

Mr Bakker, one of a dozen "electronic pastors" who raise millions of dollars a year and lead lifestyles to match, was forced out of his Praise the Lord (PTL) ministry which he ran with his wife, Tammy, after admitting a "15 minute" sexual encounter with a young church secretary in 1980.

The affair turned into holy war when Mr Bakker said it was orchestrated by the Rev Jimmy Swaggart, a mil-

lionaire preacher of the same church.

On Monday, the press reported an affidavit by Miss Jessica Hahn, the 27-year-old New Yorker depicted by Mr Bakker as a wily seductress. In it she claimed she was forced to engage in various acts with Mr Bakker and another evangelist at the same time.

"He couldn't get enough. He had to find new things to do," she said in the affidavit.

Miss Hahn, still a church secretary, has been appearing in an array of skintight or low-cut outfits in the New York tabloids almost daily since the affair broke.

Among the allegations against Mr Bakker are that he

paid over \$200,000 (£125,000) of church money to buy her silence. Other details have emerged as the media have continued to dig through the antecedents of the couple.

Mrs Bakker, who stated recently that her husband had hardly ever seen her without her false eyelashes, was having an affair with the Country singer Gary Paxton at the time of the 1980 incident, according to their friends at the time.

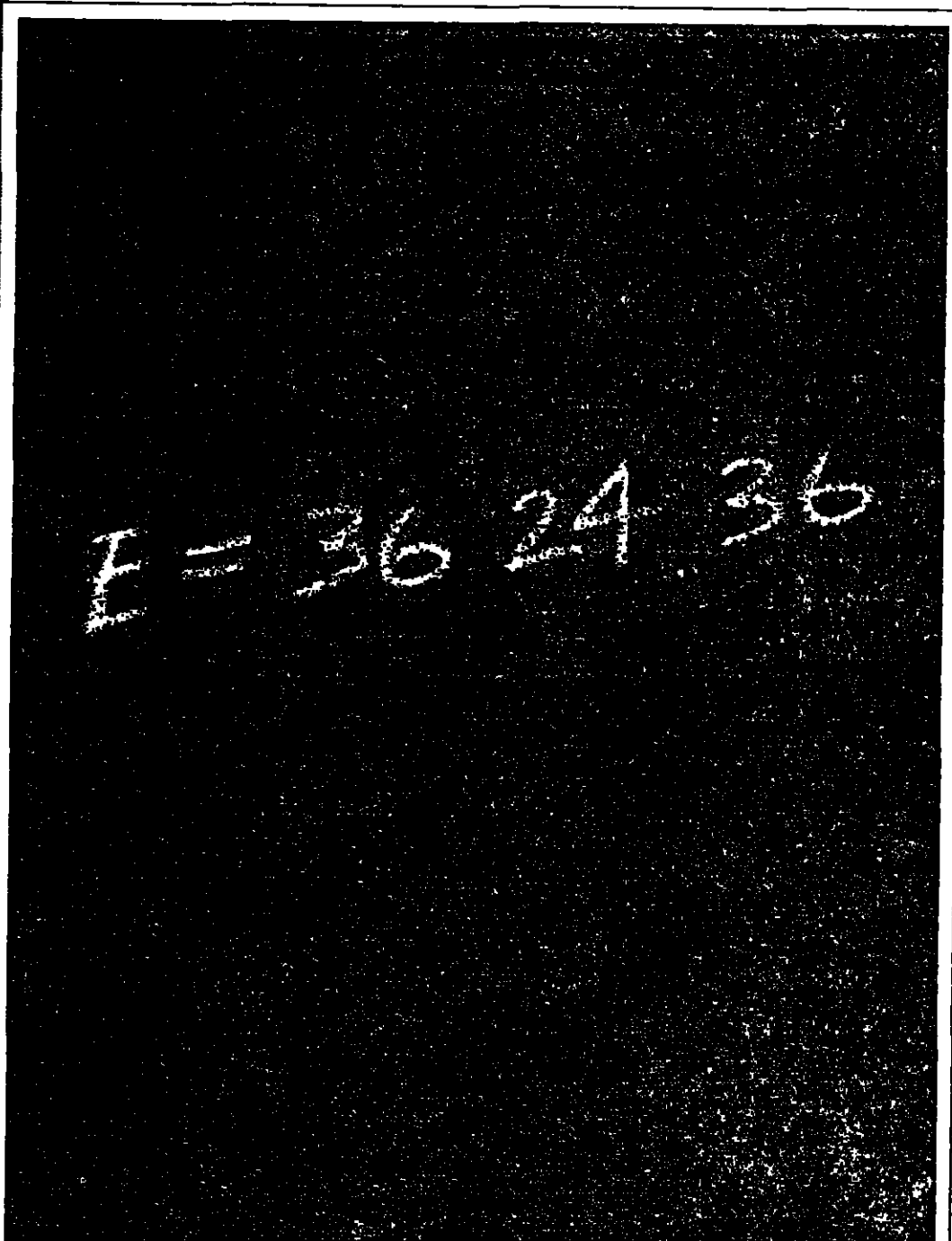
Earlier this week, newspapers obtained fairly recent pictures of Mrs Bakker, who is herself a singer, striking provocative poses dressed in a satin corset and garter belt.

On Tuesday elders of the Pentecostal Church, of which

Mr Bakker is still a minister, took their investigations to the PTL headquarters — also a lavish resort and theme park — from which he is now exiled. They are to decide whether to expel him from the Church.

Religious experts say that the turmoil in the television ministries has probably hardened the public image of the television evangelists "as soundbites who provide comic relief."

One evangelist, Mr Jerry Falwell, has strengthened his reputation from the affair by projecting an image as a professional and a statesman amid all the mud-slinging, as the big-time preachers have drawn up battle lines.



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4

Opposition party split in South Korea gives President Chun a bonus

From David Watts, Tokyo

South Korea's biggest opposition political party split yesterday when its two largest factions formed a new grouping. The split was the culmination of months of disagreement within the New Korea Democratic Party (NKDP) that came to a head when the factions led by Mr Kim Dae Jung, the country's two leading opposition politicians, decided to leave the party.

It will reduce the NKDP from being the leading opposition group to President Chun Doo Hwan's Democratic Justice Party (DJP) to being a mere splinter group in the National Assembly.

Mr Kim Dae Jung said at a news conference in Seoul: "We are taking this course because we need a strong, clear-cut opposition party to attain democratization of our

country, which is the ardent desire of a majority of the people."

Mr Kim Dae Jung, who is banned from political activity, could not attend the conference because he was once again under house arrest.

The new party is expected to be launched officially in May with the support of some 73 former NKDP Assembly members, out of a total of 90.

But whether the new grouping will be made of sterner stuff remains open to question. Both Kims are eager to succeed President Chun, and it is questionable how long they will be able to pull together.

The split, which had become inevitable, is a gift to the Government of President Chun as it campaigns against the direct system of presiden-

tial elections that the two Kims are proposing.

Both the Kims and their policy appear to have lost credibility and — probably — support over the last few months of intra-party warfare.

The most immediate catalyst for the break was a challenge to the leadership of the two Kims and the party president, Mr Lee Min Woo, by two senior NKDP members who had started to advocate the DJP approach to presidential elections.

The two politicians, Mr Lee Taek Hee and Mr Lee Chul Seung, who staged a sit-in with 300 supporters at the party headquarters over the weekend, called on the two Kims to stop "meddling" in party affairs and retire from politics.

The three leaders of the new party have themselves been at odds over the last few months. The two Kims first opposed the President, and then they fell out themselves.

Inevitably, there have been charges that the dissension has been manipulated by the Government. Mr Kim Dae Jung said: "This is nothing other than a Government intelligence scheme to block the emergence of a strong opposition."

But in reality the party probably needed no help from the Government. Its internal dynamics have pointed to trouble all along.



The two Kims who will be leading Seoul's new opposition party: Mr Kim Dae Jung (left) and Mr Kim Dae Jung.



President Herzog of Israel (centre) visiting Europe's oldest Jewish cemetery in Worms accompanied by civic leaders.

Herzog sees Jewish ghosts of Worms

From John England, Worms

President Herzog of Israel flew to the ancient city of Worms in south-western Germany yesterday to visit the oldest synagogue in the country and the oldest Jewish cemetery in Europe.

But there were no local Jewish community leaders to greet him. There is no such community in a city which, as well as being the birthplace of Martin Luther's Reformation, was once a centre of Jewish culture in Germany where Jews had lived for a thousand years.

Hitler's Third Reich wiped out that tradition. The eleventh-century syna-

gogue went up in flames on the Nazis' infamous Kristallnacht in November, 1938, and in 1942 the remaining 456 Jews of Worms who had not been able to flee Germany were shipped to death camps.

The synagogue was rebuilt in 1961, but the 600 or so Jews who had fled abroad in the 1930s never came back. Only three Jewish families now live in Worms and they are unable to provide the minimum of 10 adult men required to hold a service.

The synagogue is a church without a congregation where fast-day worship is carried out by Jewish men from Mainz or, occasionally, by a United States Army rabbi from a military base near by.

"It's sad," President Herzog said after visiting the synagogue in the Old Jewish

Quarter of the city. "It's not the first time I have seen a synagogue in Europe without worshippers, but it always hurts."

He flew to Worms from Bonn accompanied by President von Weizsäcker of West Germany, and their wives on the third day of his five-day visit.

Jewish community leaders from Mainz, who administer the synagogue, welcomed him — some of them in tears — in place of the Jews of Worms who died in Auschwitz and Belsen.

Police marksmen kept watch from the balconies of nearby houses when President Herzog visited the Holy Sands Judenfriedhof, the oldest preserved Jewish cemetery in Europe whose first recorded grave is dated 1076.

Philippines commutes 528 death sentences

Manila (AP) — The Philippines Cabinet yesterday said that it had decided to commute the death sentences of all 528 prisoners on Death Row to life imprisonment.

The Executive Secretary, Mr Joker Arroyo, told reporters that 378 of the condemned prisoners had been sentenced by military tribunals during the 20-year rule of the deposed President Marcos.

Mr Arroyo, a prominent human rights lawyer when Mr Marcos was President, said that three of the condemned prisoners were women.

He said that President Aquino, acting on behalf of the Cabinet, "declared today that she has commuted the death sentences to life imprisonment."

Mrs Aquino's husband, Benigno, was sentenced to death by a martial law tribunal in 1977.

He was allowed to leave the country in 1980 for medical treatment in the United States, where he remained for three years. He was fatally shot at Manila International Airport when he returned on August 21, 1983.

Although Philippines' law previously allowed capital punishment, executions have been rare. The last execution took place in 1976.

Meanwhile, a 17-year-old youth said yesterday that he had shot and killed a French tourist while high on marijuana, as the military searched a remote island in the southern Philippines for some trace of the man.

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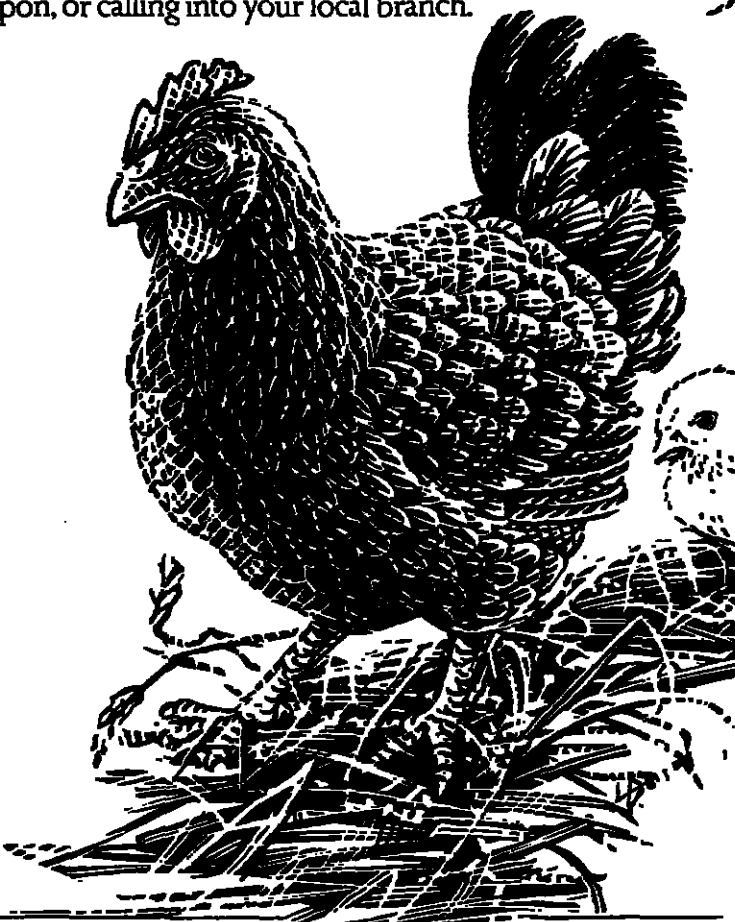
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The Afghan war

Kabul prepares for fierce spring battle

From Michael Hamlyn, Delhi

The coming of spring to the snow-covered hills and the valleys thinly washed with green in war-torn Afghanistan has been marked by intense preparations for what is predicted to be the fiercest fighting of the war.

Large troop movements by the occupation force of Russian soldiers have been noted by diplomats in Kabul and around the southern city of Kandahar. Convoys of up to 150 vehicles carrying troops and munitions have been watched leaving town, and Mi 8 and Mi 24 helicopters in attack formation have twice been seen heading for the Mujahidin infiltration routes.

Western diplomats reporting in Delhi yesterday quoted other diplomatic and Afghan sources as saying that Kabul officials are expecting very heavy Mujahidin attacks in the capital itself, to which they promise "ruthless retaliation". They also claim that the authorities in Pul-e-Charkhi prison on the outskirts of the city are stepping up the use of torture in interrogation sessions to increase their knowledge of the Mujahidin plans.

Signs of Mujahidin returning to the Paghman hills to the west of the capital, from where they launched their campaign of bombing and rocketing against the city last year, have already been noted by the diplomats, as artillery batteries aiming to interdict guerrilla movement have been observed striking the hills to the west of Kariz-e-mir. An Afghan source reported heavy fighting in this area and around the valley of Shakadara on April 3 and 4, and machine-gun fire was said to have been audible from the direction of Salang pass.

Similar reports have come from the south of the capital where an Afghan source is quoted as saying heavy fighting aimed at breaking the infiltration routes has broken out in the Logar valley area.

One diplomat described an ambush set by Russian infantry in Laghman province aimed at trapping a Mujahidin caravan on its way to Wardak. The ambushers were themselves ambushed, and 18 Russians were said to have been killed. An Afghan general was said to have been killed when

an aircraft was downed in Pakia province on March 28.

Around Kandahar, a diplomat suggested that as many as 15,000 Soviet troops were locking into place a cordon which would strangle the Mujahidin within the city, cutting off their lines of supply from outside. A few days earlier a large attack was made on the Kandahar suburb of Malajot.

In the little town of Pir not far from Kandahar, however, retribution for supporting the Mujahidin was even more draconian. The inhabitants were ordered out on March 29 and every house in the place was bulldozed flat.

The Mujahidin have not been wholly idle during the

A massive avalanche killed 70 Russian soldiers in northern Afghanistan last week when it destroyed their base. Western diplomats here said yesterday (AFP reports from Islamabad). It hit the post near Khenjan on the Salang highway which links the Soviet Union with Afghanistan. Tons of snow blocked the road and artillery had to be used to blast way through it. It was the second-highest known tragedy involving Russian troops since they moved into Afghanistan in December 1979.

cold weather. In the lower lands bordering the Oxus river last month a guerrilla group under the charismatic Ahmed Shah Massoud, led by a commander named as "Ghulam", actually invaded the Soviet Union to attack a match factory and neighbouring school buildings in Pyandzh in Tajikistan.

A similar attack was made, though details are sketchy, by guerrillas across the river into Soviet Turkmenistan.

MOSCOW: Dr Najib, the Afghan leader, has invited anti-government rebels to take part in drafting a new constitution as part of the country's process of reconciliation, Tass said (AFP reports).

In a speech reported by Bakhtar, the Afghan news agency, Dr Najib said the commission drafting the constitution must consult the population, even those who sided with the enemies of the Government.

US military aircraft could pass through New Zealand without questions about their cargoes and armed status.

Mr Bolger forced Mr Lange to reveal the secret agreement by threatening to release in Parliament the contents of a secret telex to the Government from the New Zealand Embassy in Washington. The letter gives details of the American policy on the continued operation of the base.

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هكدامن الاصل

What drives the man who planned the Big Bang and whose moral bell tolls over the square mile?

The City's family doctor

THE TIMES PROFILE

SIR NICHOLAS GOODISON

The gaunt, slightly worried features are familiar enough. They are usually seen attached to the latest City story or some new financial scandal. In the latter case they generally have a fastidiously wounded air — as if the Guinness affair, or whatever, had come as a personal affront. But the faith of Sir Nicholas Goodison never seems to have been shaken. The British financial system is a national triumph and, even after 11 years as chairman of the Stock Exchange, he will never tire of saying so.

From a distance he seems an entirely predictable establishment pillar. Educated at Marlborough and King's, Cambridge, and possessed of a well-rounded interest in the arts, he might appear ill-suited to the hard, international world into which the 19th-century culture of the City has been dragged. Somehow the interest in ornology and barometers suggests the amiable English amateur.

The picture in close-up is radically different. For a start his two books — *Ornology: The Work of Matthew Boulton and English Barometers 1680-1860* — are not the efforts of a devoted amateur, they are the standard reference books on both subjects. And to meet him is to come in contact with a man of almost frenetic energy and with a mind of exaggerated precision.

"My wife says I have an infuriatingly tidy mind," he murmurs, sitting in the centre of a two-seater pale orange sofa, his two long arms draped over the sides.

One former colleague spoke with awe of his extraordinary ability to compartmentalize his life, flitting from his family stockbroking firm of Quilter Goodison, to the Stock Exchange Council, then to the Courtauld Institute or the English National Opera without a moment of confusion or uncertainty. He even took five minutes out of my interview to chair and dismiss a committee meeting in an adjoining room. China tea arrived the moment he returned — a famous foible along with preferring beer to wine with his lunch.

In addition his memory is legendary. He can recall who said what to whom and when over periods of years, a talent that can undermine all kinds of opposition.

It is a package that has produced a steady rise in the Goodison share price. Five or six years ago unkind comment said that Goodison kept being re-elected as Stock Exchange chairman because the City could field nobody else. Nobody says that any more. Goodison is there because, after the Bang and after all the scandals, he clearly works.

He was born to a family he characterizes as "suburban Herts" in 1934. His mother proudly claimed to be Nonconformist, though he admits she was fairly straightforward C of E. His father had gone into the stockbroking firm founded by his grandfather. He recalls it as a morally taut upbringing.



Taking a firm line: Sir Nicholas Goodison, chairman of the Stock Exchange, tackles a spot of fishing on the River Kennet at Marlborough College

ing. It left him sceptical and unreligious but with a pragmatic faith in the ethics of Christianity.

Time and time again in his writings on the City, this formal, convinced moral bell tolls. Civilization, he believes, can only be built on trust. For the City this means that self-regulation can work.

At Marlborough, where he toyed with the idea of becoming a teacher, he had a thorough grounding in the history of art. Goodison was only later to realise the impact of this sudden exposure to art. He studied classics at King's and then went into the family firm in 1958. He became a partner in 1962 and was elected to the Stock Exchange Council in 1968.

He says: "People always used to ask what an academic chap like me was doing dealing with money. I always reply it's not dealing with money, it's dealing with people. When you are handling private accounts, you are like a family doctor. There is something terribly satisfying about solving a problem of personal finances."

His public role on the council began because he was elected. He felt, as a third-generation stockbroker, that it was time he put something back into the industry. He instantly apologizes for saying this, admitting that it sounds a little pat — a quality he dislikes hearing in his own voice as much as pomposity.

Meanwhile his artistic interests had been reawakened in his early days at Quilters. One private client had entrusted the mail and Goodison had to deliver documents to his house. There he discovered an

immense collection of clocks. Inspired, he began work in the sixties on his first book, devoting, at first, three hours a week to the task and subsequently every weekend. It was published in 1968, the year he was elected to the council.

He became chairman in 1976. The next decade was to see the biggest upheaval in the City's history, culminating in last year's Big Bang. In essence Goodison was landed with the task of ensuring that London became a fully international market, retaining its place as a world financial centre in spite of the nation's relative industrial decline. In the process he had to negotiate the historic deal with Cecil Parkinson, then Secretary of State for Trade and Industry. This involved stopping the Office of Fair Trading investigating the Stock Exchange's rule book as long as the exchange agreed to reform itself. It lit the fuse for the Big Bang.

Goodison closed the deal and watched as the consequences steadily dawned on everybody. The old City culture was to be detonated

and Goodison was to see it through. Last year the strain almost seemed to tell. He complained, an uncharacteristic activity, in a letter to *The Times* about the negative press coverage of the Big Bang and turned angrily on Roy Hattersley's remarks about a "sleazy undercurrent of corruption" in the City.

On the one hand he was wounded that trivial computer problems had soured an event which, he is convinced, was a major triumph for Britain. On the other he deeply resented the assumption that the City was full of crooks who needed taming. His conviction is that the City is broadly honest with a few villains on the fringe.

But that does not reduce his fascination with wrongdoing. He vividly recalls the days of 1974 when the catastrophic bear market after the oil crisis was threatening the survival of large parts of the City.

"I learned a lot about human nature in those days. I realized there were two types of criminal. There is

the intentional one who sets out to commit a crime and there is the accidental one. The latter gets himself in a mess then does something dishonest to get out of it, thinking he'll put it right the next day."

It is a typically precise Goodison distinction, honed for the card indexes which he meticulously keeps when working on his books, one of which will presumably be an immaculately footnoted autobiography. Until then he is cautiously vague about the precise direction of his life. The one certainty he claims is that he is not going to take Sir Roy Strong's job as Director of the Victoria & Albert Museum, which is being advertised this week. Everybody else in London thinks he is a prime contender, but he says he cannot imagine a full-time job in the arts.

The T-junction clock on his wall says he has overrun. He slips on a startlingly iridescent raincoat and heads for the lift. A secretary hands him a typed list of appointments. His day ticks on, measured by English neo-classical timepieces.

Goodison is a testament to a particular type of English pragmatism. He attributes much of his thinking to an early drenching in Plato at Marlborough. But he shares none of that philosopher's belief in ideal forms. He is simply as precise as he can be to encounter the mess of the world. He loves solutions but, equally, he admits they are always temporary.

"Anybody who wants the world to be perfect," he says, "is fighting nature."

Bryan Appleyard
Feature Writer of the Year
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Comrades of the sky

British pilots are now flying German aircraft, in what could be a useful step towards a future pan-European airline

Diehard critics of the idea — now gathering pace in airline circles — of creating a giant pan-European airline claim that it will be impossible to have pilots from different nations working alongside each other in the same aircraft. They don't speak the same language or know each other's procedures, and they are too chauvinistic ever to be able to work for a foreign carrier, it is said.

Try telling that to Timothy Steeds. He is one of 30 British Airways pilots now flying regularly for the German national airline, Lufthansa — and he loves it. The pilots, all first officers, have been lent to Lufthansa for 18 months to help the airline overcome a chronic shortage of aircrew, particularly those experienced in flying the popular Boeing 737.

Lufthansa, in common with almost every other airline in the world, miscalculated seriously when it stopped training pilots at the beginning of the decade, in the days when it seemed that there were simply too many men with wings and too few passengers. In the middle of

Steeds and his colleagues have now completed the first five months of their secondment to Lufthansa and are paid marginally more than the £27,000 they would have been earning in Britain.

"We have had remarkably few problems," Steeds says. "I couldn't speak a word of German when I joined, but quickly learnt how to order a bottle of beer — that was about all I needed to know for flying." For English is the working language of the airline. Even the check-list, through which every crew has to go before take-off or landing, is in English, as are all radio communications.

"It has taught me to be far more precise in talking either to the captain or to air traffic control," Steeds says. "In British Airways we were used to saying 'please', such as 'Gear down, please', but with typical German precision they say only: 'Gear down'. They believe the extra word can lead to confusion, and in many ways they are right — but I am teaching them a little bit of British courtesy all the same."

The British pilots in Germany are usually away from their Frankfurt base during the week and return only at weekends, when they either stay with friends or in a hotel room paid for by the airline. "Because my salary comes directly from Lufthansa, I



Helping out: Timothy Steeds, one of Lufthansa's British pilots

last year it found itself facing a dire shortage of aircrew. By a stroke of luck, BA actually had a surplus of 737 crews when it received the letter from Lufthansa asking if it could borrow some qualified pilots. Ironically, the problem has worsened since then and BA is now urgently recruiting 100 experienced pilots and is to open a school to train new recruits from scratch. But a year ago Captain Ian McGrath, BA's 737 fleet manager, was happy to meet the German request.

"I sent out a note asking pilots if they were prepared to commit themselves to Lufthansa for 18 months," he says. "About 100 showed initial interest and 30 finally offered themselves from our total 737 crew of 370."

don't pay British tax, so I have to stay out of the country," says 35-year-old Steeds, who comes from Henley-on-Thames. "But my wife can come over as often as she likes to see me and we are now enjoying the German countryside and learning German."

As a result, he has progressed beyond just being able to order a beer and is now fluent when he addresses the passengers during flight. Instead of reading from a card, Steeds — and all the others — can now say: "Guten Tag meine Damen und Herren, hier spricht Ihr Kapitän, along with the best native-born pilot in Lufthansa's fleet."

Harvey Elliott

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Birds of a feather

Plans to unite two of the world's most impressive strands of ornithological scholarship in the small Hertfordshire town of Tring are unveiled today. The British Trust for Ornithology wants to rehouse its vast body of bird statistics in a new £1.5 million building, next door to the fabulous collection of the great Victorian naturalist Walter Rothschild.

The two collections are the fruits of entirely dissimilar attitudes. Rothschild commissioned wholesale slaughter in the cause of science. The BTO, in contrast, can summon 8,400 keen-eyed members to comb the country, noting the whereabouts and habits of any British bird.

Like a cuckoo outgrowing its nest, the BTO has become too big for its old Tring townhouse headquarters, where it employs 50 people in a building meant for 20. With the new centre, scientists would be able to cross-refer on the same site between an unparalleled wealth of ornithological information.

The BTO's databank, built up over 50 years, includes 750,000 bird-nest record cards and several million records of ringed birds. Rothschild's Zoological Museum holds a million bird specimens — one for every living species, others for those now extinct — and is the standard world reference for bird identification.

The collection also contains Darwin's finches, whose subtle variations in beak sizes between species from the different islands in the Galapagos were a fundamental plank in the theory of evolution.

Unfortunately, the scheme is founded on an environmental irony. The BTO must itself encroach on the Green Belt, sacred territory for

A new paradise for ornithologists could take wing tonight — if a council agrees to a Green Belt invasion

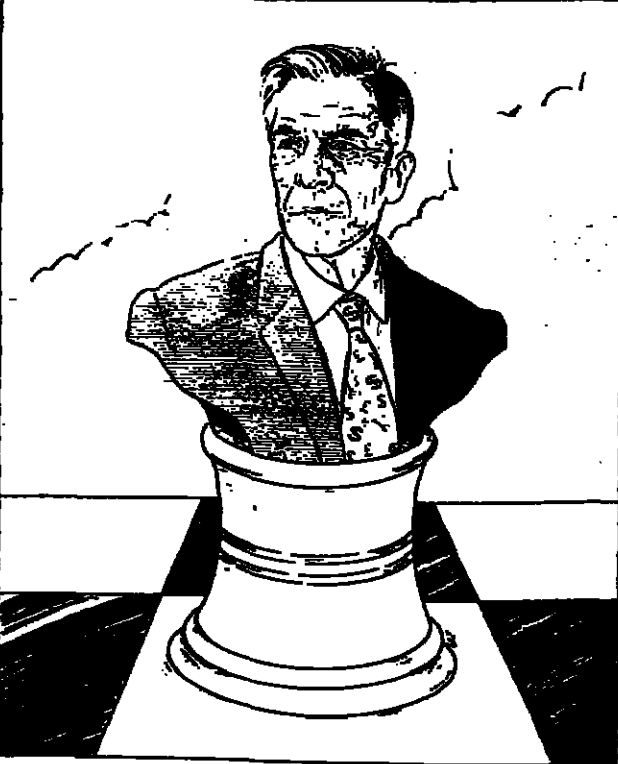
conservationists, to build its new centre. However, local councilors seem prepared to overlook this tiny invasion. The Trust says its scheme will actually improve a rather lacklustre site.

If approval is given tonight by the Dacorum District Council, an appeal for cash will be launched immediately, backed by such sponsors as Sir Terence Beckett and Tony Soper. Assuming a free-flow of funds, the three-storey centre could be open within three years.

Gareth Huw Davies
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CONCISE CROSSWORD NO 1228

ACROSS	1 Cut in two (6)	8 Stout and champagne	16 Pinch (3)
2 Rascal (5)	9 Surgical knife (7)	17 Frame bead counter (6)	
3 Ten island Atlantic state (4,5)	10 Bohemian dance (5)	18 Musically soft (5)	
4 Ill at ease (6)	11 Black marker (4)	19 Male deer (4)	
5 Swiss mountain pasture (3)	12 Bus conductor (7)	20 Cabaret (3)	
6 Trinidad ballad (7)	13 Disposition (11)		
7 Dodged (6)	14 Life of Samuel Johnson author (7)		
	15 Scandinavian nomad (4)		
	16 Artificial waterway (5)		
	17 Smart (7)		
	18 Gracefully slim (6)		
	19 Powerful (8)		
DOWN	1 Consignable (4)	8 Stout and champagne	16 Pinch (3)
2 Rascal (5)	9 Surgical knife (7)	17 Frame bead counter (6)	
3 Ten island Atlantic state (4,5)	10 Bohemian dance (5)	18 Musically soft (5)	
4 Ill at ease (6)	11 Black marker (4)	19 Male deer (4)	
5 Swiss mountain pasture (3)	12 Bus conductor (7)	20 Cabaret (3)	
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	15 Scandinavian nomad (4)		
	16 Artificial waterway (5)		
	17 Smart (7)		
	18 Gracefully slim (6)		
	19 Powerful (8)		



The Player as Spectator

For over fifty years John Kenneth Galbraith has been a participating force in the cultural and political life of the United States — indeed the world — as an economist, author, academic, journalist and diplomat. On the publication of his collected essays, 'A View from the Stands', David Reisman, in this week's THES, reviews the life of the author, the life of a player as well as an observer.

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HEALTH

Is your child's diet colour-coded?

All coal tar dyes now used to colour and preserve British food are safe, says a new government report. Geoffrey Cannon reads between the lines

Roger King, Peter Rost, and Barry Sheerman are three men of early middle years, all of whom have a reputation for sound judgment. They are also parents who have had a problem in common: young children who have suffered periods of restless and manic behaviour.

Independently, and acting on medical advice, King, Rost and Sheerman, along with their wives, all found that their children became normal and happy again if they avoided certain processed foods and drinks and in particular, brightly-coloured products such as fruit-flavour drinks and "fun" foods.

King described his experience to the *Birmingham Daily News* not long ago, after his eight-year-old, James, had recovered. "James was full of energy, mischievous and unable to relax, but when we cut out orange, which he drank like a fish, he got a lot better."

By "orange" King meant not the fruit, but the coal tar, or "azo" dyes, tartrazine (E102) on the label and sunset yellow (E109) used by manufacturers to make sugared water look like a fruit drink.

There is nothing unusual about King's

story. Sally Bunday, founder of the Hyperactive Children's Support Group, says that since its foundation in 1977, the group has received more than 100,000 letters from parents whose young children are driven wild, in her belief, by food additives, particularly coal tar dyes.

What is unusual about King is that he is an MP (Northfield, Birmingham; Conservative); as are Rost (Erewash; Conservative) and Sheerman (Huddersfield; Labour). Last summer three other MPs, Sir Geoffrey Johnson Smith (Westcliff, Conservative), Tony Lloyd (Stretford, Manchester; Labour) and Michael Meadowcroft (Leeds West; Liberal) sponsored a chairman's motion. It congratulated a number of food manufacturers and retailers for removing food additives from their products and called on the Ministry of Agriculture, Fisheries and Food to prohibit the use of all additives (other than nutrients) to food liable to be eaten by babies and children under five.

A total of 89 MPs signed the motion. Its proposal was prudent, for the average British child today will have eaten up to half a pound of coal tar dye by the age of 12. It comes from the processed foods



Safety first: a mother checks the ingredients of a soft drink before she buys

which they often find most attractive: sweets, cakes, biscuits, trifles and jellies.

Bunday's belief is now backed by scientists like Professor John Sneath at the Hospital for Sick Children, Great Ormond Street, and Dr John Hunter at Addenbrooke's Hospital, Cambridge, and their teams. Their research is showing that coal tar dyes and other chemical additives are a cause of hyperactivity, and a cluster of other ailments of young children: asthma, diarrhoea, eczema, fits, migraine, rashes and stomach pain.

Official expert advice on food chemicals is given to the ministry by a body previously called the Food Additives and Contaminants Committee (FACC) but since 1983 called the Food Advisory Committee (FAC). In 1979 the FACC published a report on colours and dyes.

The 16 coal tar dyes used in British food are all numbered in the 100s on labels: E102, E104, 107, E110, E122, E123, E124, E127, 128, E131, E132, 133, E142, E151, 154, and 155. Five have no "E" (for "Europe") number because they are not yet permitted in the rest of

Europe: they are 107, (yellow 2G), 128 (red 2G), 133 (brilliant blue FCF), 154 (brown FK) and 155 (brown HT).

In 1979 the FACC put all but four of the 16 dyes permitted in Britain on a probationary "B" list, pending further tests on laboratory animals for possible toxicity. The deadlines for this work, funded by the food manufacturers, were between 1982 and 1984. They came and went. Silence.

Eventually the ministry called a press conference for March 30, 1987 to announce publication of the FAC "Final Report on the Review of the Colouring Matter in Food Regulations". The press treated the report as quite a tough document. "Food colourings to be curbed in new laws", read one headline. Agriculture ministers Michael Jopling and Donald Thompson pledged that very day to ban "added colours in foods specially prepared for babies and young children", and also to ban the yellow additive 2G (107).

What Jopling and Thompson omitted to mention was that the ban proposed by the FAC, now government policy, applies only to baby food. The official Ministry of Agriculture definition of "young child", believe it or not, is a child under 12 months. A toddler taking its first steps is an "old child" to Jopling and the food manufacturers, a child ready and able to take a daily dose of dye on board.

Nor will babies be any better off. Manufacturers withdrew dyes from their baby foods years ago after pressure from consumer organizations. The ban merely gives statutory effect to current practice. And yellow 2G is already out of use in British food: the manufacturers have withdrawn it in anticipation of a forthcoming EEC ban.

The news, overlooked in the press release and conference, is that, with the exception of yellow 2G, every dye classified "A" for acceptable and will continue to be used in our food without any requirement for more safety testing. And in sharp contrast to most other countries, British food manufacturers are still allowed to add as much of any permitted dye as they like to most processed food.

Were Roger King, Peter Rost, Barry Sheerman, Sally Bunday and all the members of the HACSG imagining things? Not necessarily: for animal studies usually test only for cancers and birth defects. A dye is not thought unacceptable if it gives a rat a runny nose or a stomach ache, or if the animal starts climbing the bars of its cage.

There is, unfortunately, no animal model for hyperactivity, asthma or eczema. Meanwhile, the Food Advisory Committee suggests that more research in the community is needed. Our children will be the guinea-pigs.

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MEDICAL BRIEFING

Beware bran loyalty

For 15 years we have been persuaded that bran is a cure for a wide variety of diseases attributed to the western way of life. It has been prescribed for the treatment of diverticulitis and irritable bowel syndrome, the prevention of cancer of the colon and appendix. Its beneficial influence has been thought to spread way beyond the gut and has been recommended as a way of preventing coronary heart disease and easing the problems of treating diabetes.

Doctors cannot deny that it is useful in treating constipation and haemorrhoids, which stem from a sluggish bowel, but even these advantages are at the expense of an excessive production of wind. Diverticulitis usually seems to improve with bran, but there are

increasing reports of cases where it has made the condition worse and, in one recent case, where it caused serious complications. Its effect on irritable bowel syndrome is uncertain. When constipation is present with the disease it does seem to help, but in other cases it has shown to be no better than a placebo.

A recent edition of *The Lancet* suggests that the 1970s and early 1980s may well come to be regarded as the bran era, but that the bran wagon may have rolled too far too quickly. Doctors, it says, have been mistaken in suggesting that their patients should be expected to tolerate abdominal distention, flatulence, pain and unpalatable breakfasts in the belief, probably mistaken, that it is the key to healthy living.

Pill benefits

Women who regard the Pill with suspicion should be reassured by the result of a large survey of women suffering from endometrial cancer — cancer of the body of the womb as opposed to the cervix — which is the third most common cancer to attack women in the United Kingdom.

A report published in the *Journal of the American Association* showed that use of the Pill for just one year reduced a woman's risk of developing endometrial carcinoma by a half. Furthermore, the study of statistics since 1974, when its incidence started to fall, suggests that those women who have taken it for a longer period may be afforded an even greater degree of protection.

Vital vitamin

Scurvy, the disease due to vitamin C deficiency, was once common among sailors and others denied fresh food. As recently as 30 years ago it was still found occasionally in long-stay institutions where prolonged cooking removed what little vitamin C there was in the diet. Among the groups likely to fall victims today are bachelors living alone who subsist on beer and sandwiches for lunch and a takeaway in the evening. Swollen, bleeding and infected gums with loosening of the

teeth, coupled with a feeling of general tiredness and weakness in the legs, are the usual signs and symptoms. Spontaneous bruising is also usually present and is often preceded by a characteristic itchy rash around the hair roots.

The elderly living at home, and food faddists, particularly those who have cut out fresh vegetables and fruit, also often succumb. Cold weather, heavy alcohol consumption, chronic diarrhoea, infectious diseases, surgery and accidents all increase the body's needs. Scurvy can be treated with a gram of vitamin C daily.

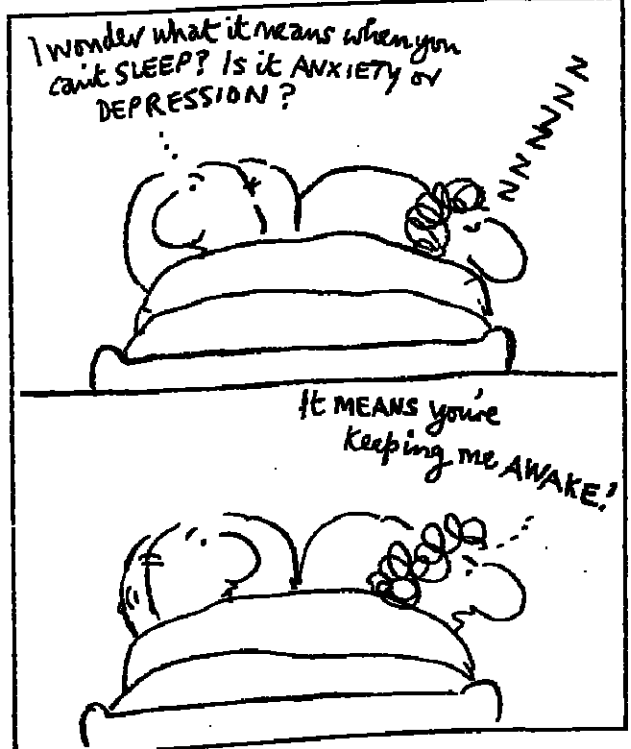
Taking heart

Cancer of the prostate is one of the most common malignancies to affect men over the age of 65. Surgery is possible in early cases, but it is often of little benefit; medical treatment is often efficient in achieving regression of the tumour, but the high doses of oestrogen needed place a strain on the circulation and increase the chance of a coronary or cerebral thrombosis. Surgeons may recommend castration, but many patients find the concept totally unacceptable.

Hospital Doctor reports that after 20 years of work, ICI has developed a drug, Zoladex, which it is hoped will be as efficient as oestrogen in achieving a chemical castration, but will not have the same effects on the heart. It acts by inhibiting the production of luteinizing hormone in the pituitary, thereby blocking the production of testosterone.

Dr Thomas Stuttard

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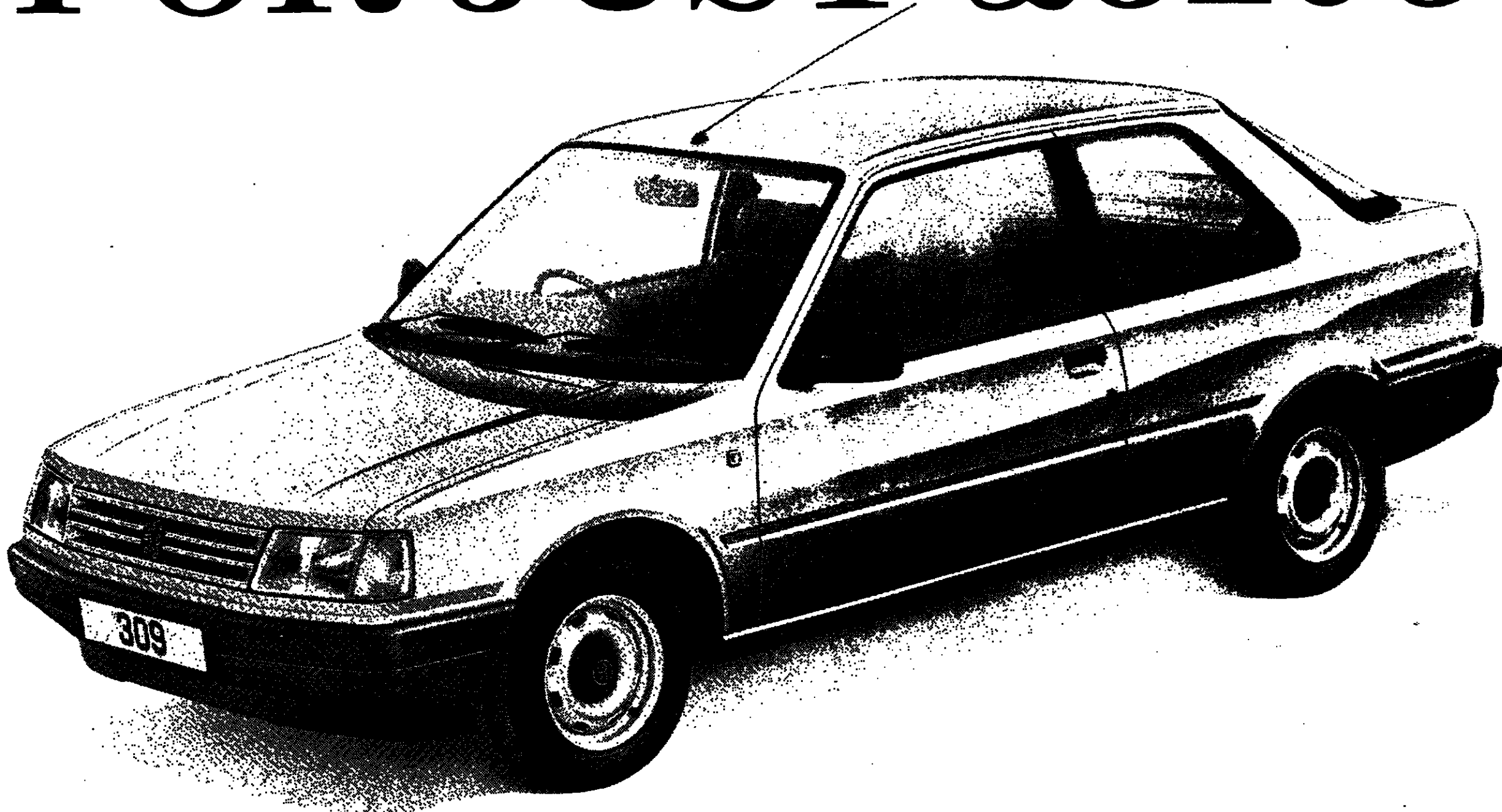
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BOOKS

Victoria Theatrica

Peter Ackroyd reviews a biography of our queen of many parts in this the 150th anniversary of her accession

If Queen Victoria exists at all in the public imagination, it is as a melancholy presence, a tiny figure dressed in black and perched in a landau like some mummified raven — she seems to glower over the 20th century in a terrible suppressed maternal rage. Of course our perception of the Victorians in general veers wildly from the image of frock-coated bores to one of hypocritical satyrs; and it was inevitable that the image of Victoria should change also. So the advance publicity around this new biography has suggested that Professor Weintraub has portrayed her as a whisky-swilling tart who spent most of her time salivating over her paintings of male nudes. The reality, and the book, are quite different.

Stanley Weintraub is not an American version of Lytton Strachey. He is an academic, for one thing; and here he has employed all the available evidence to convey a picture of Victoria at once more coherent and more convincing — the case against her merely resting on the fact that she was more human on occasions than regal protocol demanded, that she enjoyed whisky in her tea, that she was not averse to classical nudes, and that she sometimes remembered a handsome male. The fact that she also preferred lion-tamers and midgets to Shakespeare, and that privately she disapproved of the sterner forms of evangelism, only puts her in line with the majority of her subjects.

She possessed other less attractive qualities, however; and Professor Weintraub emphasizes the impetuosity that caused trouble at home and abroad. She had at times an ungovernable temper; and her relatively early experience of the throne seems to have reinforced those elements of self-absorbed wilfulness which were evident from an early age. She was a tartar to everyone except her servants; she was a bad mother and a difficult wife; and, to the politicians who courted her, she was often an unbearable burden. Gladstone described her as "seriously warped"; and one of her many princely relations categorized her as an "old hag".

But it is a very Victorian attribute, this wilfulness, especially since it is associated in Queen Victoria's case with a deep strain of theatricality — often, in the 19th century, you have

VICTORIA
Biography of a Queen
By Stanley Weintraub
Unwin Hyman, £17.50

the impression of an energetic and self-directed people who did not understand the nature of that civilization in which they were so active. Hence the assumption of roles. Queen Victoria herself was melodramatic enough to play upon fears of her insanity in order to avoid public duties after the death of the beloved Albert; and on the day she was proclaimed Empress of India she surprised guests at dinner by appearing at the table weighed down with unfamiliar jewellery. It was because of this theatricality that she understood Disraeli, of course: they adored each other.

He used to call her "Faery Queen", or simply "Faery" for short. Professor Weintraub ably expounds the variety of masks that she assumed throughout her reign: the Virgin Queen guided by Melbourne; the loving wife who carried the Penates as well as Albert on her back; Minerva during the Great Exhibition; and Boudicca during the various wars; the Woman in Black after the death of Albert; the change from imperatrix into geratrix; and then her gradual dissolution into a myth, a myth amply signified by the fact that she literally slept through the beginning of the 20th century. Of course it meant nothing to her: she might have given it a medal, but she would not have looked it in the face. But she had survived. She began in that period when the monarchy had a precarious hold upon public affection; for much of her own reign she was endured rather than enjoyed — there were times, indeed, when only assassination attempts seemed to revive her popularity. "It is worth being shot at to see how much one is loved," she wrote. And in the end she was loved — she learned the secret of the



successful monarch, which is to reflect the character of the nation, a feat she achieved by at least *seeming* to be bourgeois while remaining royal. But there was that other element, that indefinable something.

Which is why it is so difficult to write about queens: the temptation is to dress them either in Cartland robes or in Machiavellian vestments. But

Stanley Weintraub has managed very well — his tone is personal without being intimate, and he has successfully measured that fine (and very Victorian) line between instruction and amusement. Bravely he has done without footnotes — which, for an American professor, is the equivalent of cutting off both hands — but as a consequence he has written a human, if not necessarily humane, story.

Lit crit fat cat

Fiona MacCarthy

REBECCA WEST
By Victoria Glendinning
Weidenfeld & Nicolson
£14.95



Literary lass, ardent feminist

Before she died Rebecca West, with that obsessive grasp of plot that could have made her an astounding thriller writer, chose her own grave and set two biographies in motion, of which this, the first one, is the so-called short one. (Actually a quite substantial 288 pages). It is a measure both of its success and the complexity and richness of its subject, who lived till she was 90, and on many different levels, that another, longer book seems almost a necessity. This was after all a woman whose mere casual journal jottings, made almost in her dotage, "What Harold Wilson but a laddered stocking", can stay strangely in the mind.

Victoria Glendinning has already written books on Elizabeth Bowen, Edith Sitwell, and Vita Sackville-West. She is an expert on the literary 'lady' and in particular that interesting area where literary lady becomes flamboyant figure. All her subjects, certainly not least Rebecca West, have a talent for bad behaviour, grotesqueness. Rather show-off features respond well to the star treatment; to the lens of a Snowdon, to the Wyndham Lewis canvases. The writers' problems balancing the public and the private, the women's conflicts over creativity and a still more complicated, comic climax in Rebecca West, whose very conventional sexual instincts, her penchant for the men with square jaws who eat chops for breakfast, clashed so embarrassingly with the rigour of her intellect.

She always seems miscast. Inevitably so, since she is depicted in this book as the sum and soubol of a woman, "both an agent for change and a victim of change", in a century in which the female role confusions have reached epidemic proportions. She actually trained at one stage to be an actress, and a poignant moment is described in which the false moustache she was wearing as Antonio in *The Merchant of Venice* fell off in mid-performance at the Academy of Dramatic Art. With H.G. Wells she always wanted the main part: the wife and not the mistress. Her sense of theatre even increased in her old age, when she took to wearing bouffant white-curtled wigs for luncheon parties, at one of which Victoria

sharp sense of female detail. One thinks back to Elizabeth Bowen's fearful curtains made out of pink corset satin bought from Debenhams. And here is Rebecca West going out to buy extravagant silk evening longies. She was keen on all life's luxuries: new dresses, fresh lobster, fringed lampshades, facial massages, bolstering herself up in her overheated flats, compensating lavishly for the unsettled life with (and more often without) father, the indignities of the liaison with H.G.

There was a sense in which she was a matriarchal manqué. This was the style, and style of writing, which Virginia Woolf resisted, describing Rebecca West's novel *The Judge* as bursting "like an overstuffed sausage".

Much of this book is about London, and especially the streets and squares of Kensington, the scenery of Rebecca West's long story *Harrier Hume*, and the territory which Victoria Glendinning, and Hilary Spurling, as literary biographers, have almost come to own. But in fact the most alluring chapter in this book is not about South Kensington at all or even Fulham, the unlikely setting for the intriguing agonies of Rebecca West's relations with Lord Beaverbrook. Her best time was the bustling wartime country life at Ibsstone, in the Chilterns, where Rebecca West, in starring role as rural housewife, made marmalade, canned peas, kept hens, composed (and acted in) a pageant called *Our Village*, and at last exhausted that immense excess of energy she recognized so clearly in herself and found alarming.

This is Victoria Glendinning's most assured biography. It is shorter than its predecessors, subtler in its balance of life and work and politics interior and exterior. One is left with the impression of a fine personality, intellectual fat cat; town cat, with most treacherous sharp claws. Rebecca West's sentences themselves were rather catlike. It was an instinct with her. "Your cat has no words," she once wrote, "but it has considerable feeling for the architecture of the sentence in relation to the problem of expressing climax." So, at her best superlatively so, had she.

NEW HARDBACKS

The Literary Editor's selection of interesting books:
Joseph Banks, by Patrick O'Brian (Collins Harvill, £15)
Look Homeward, by David Herbert Donald (Bloomsbury, £18.95)
Thomas Wolfe, the giant misfit of American literature Oni, Stalin's Polish Puppets, by Teresa Toranska, translated by Agnieszka Kolakowska, introduction by Harry Willems (Collins Harvill, £14)
Interviews with shadowy leaders now ghost men Raphael, by Leopold D. & Helen S. Exinger (Phaidon, £45)
Richard Cobden, by Wendy Hinde (Yale, £14.95)
The great figure of 19th-century liberalism who was a Victorian outsider Romantic Music, by Arnold Whittall (Thames & Hudson, £12.50)
A concise history from Schubert to Sibelius Selling the State, by Cernot Veljanovski with Mark Bentley (Weidenfeld & Nicolson, £14.95)
Privatization of Britain The Literature Machine, by Nalo Calvino, translated by Patrick Creagh (Secker & Warburg, £16)
Essays and interviews The Order of Battle at Trafalgar, and other essays, by John Bayley (Collins Harvill, £12)
Lit. Crit. by our finest critic Victorian Values, by James Walvin (André Deutsch, £9.95)
Not at all as Moral-Majority as the uninformed suppose. Thrift predated them, chastity was a noisy minority obsession

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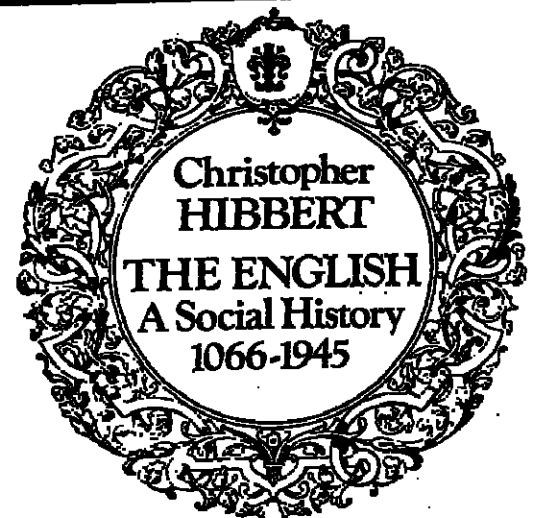
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By Maureen Duffy
Methuen, £10.95

itself in turn upon the reader's attention: authentic, sharply different, making up a musical collage of England during the 'Second World War. The world is pungent with the sounds and odours of wartime. Duffy has the feel, and the smell and memories absolutely right. We hear women at war work in

factories in turbans longing for Saturday night at the palais, young girls sent off into lonely evacuation; and people from every class, city, and village writing in diaries and letters about the dislocation they are experiencing. Duffy has a real sense of years of neglect when the whole of England went to waste; and she uses Brigadier Pearmain to comment and speculate on the British habit of endurance which enabled the people to continue fighting long after it was rational; and at the same time let them put up with exploitation.

A more poignant voice is that of the German Jewish refugee, Tilde, who makes other observations about English isolation, cannot understand why the English do not seem to love their poets as she does, and are so impatient with philosophy and intellectuals. She too connects this quality with their resilience and inability to imagine defeat. An unexpectedly convincing voice is that of an American black horn-player who finds himself treated as a human being for the first time on arriving in England. It is a sad commentary on our present day that England is no poorer and so much less generous.

Clear eyes of a child

CHILDREN

Brian Alderson

THE ANIMALS' CHRISTMAS
By Catharine Gardam
Julia MacRae, £5.95

KIT IN BOOTS
By Jane Gardam
Illustrated by William Geldart
Julia MacRae, £3.95

With a few hundred shopping-days to Christmas it may seem a trifle perverse to commend a picture book on that subject now. For *The Animals' Christmas* takes its message from Thomas Hardy's poem "The Oxen", and bodices out the fancy that chickens and dogs, cats and pigs — along with Binks the bull — make up the hill for a Christmas Eve service while the farm-folk celebrate down below.

Obvious and seasonal the theme may be, but Catharine Gardam's handling of it makes a very satisfying picture book. The text is spare, offering no hostages to sentimentality; and it is matched by water-colour drawings of a child-like — or perhaps an Arthur Ransome-like — simplicity, but with a complete control of pattern and colour.

The feeling for the atmosphere of hill-country life is also an outstanding characteristic in the short stories that Catharine Gardam's mother, Jane, writes for readers who have passed beyond merely looking at picture books. *Kit in Boots* is the most recent of these, returning to the small tribulations of a Dales' farmer's daughter. Now we have dealings with an artist in a caravan, whose apparently unimpressive ways appeal Dad, who can't see farmland from a train without thinking of "all the lovely work that he could have been doing in it."

The book is episode rather than story — for the artist gets Kit to be a bridesmaid at his London wedding; and, all unexpectedly, Dad must go with her. But it is the four-square characterization, and the comely, amusing tones of the author, that bring everything to life. It is writers like Jane Gardam who are currently preserving the best traditions of English children's books.

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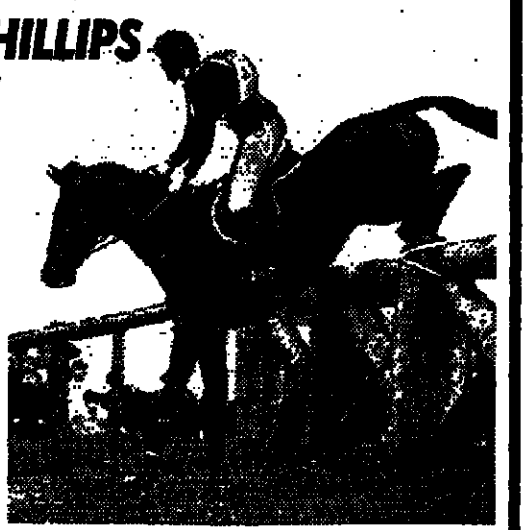
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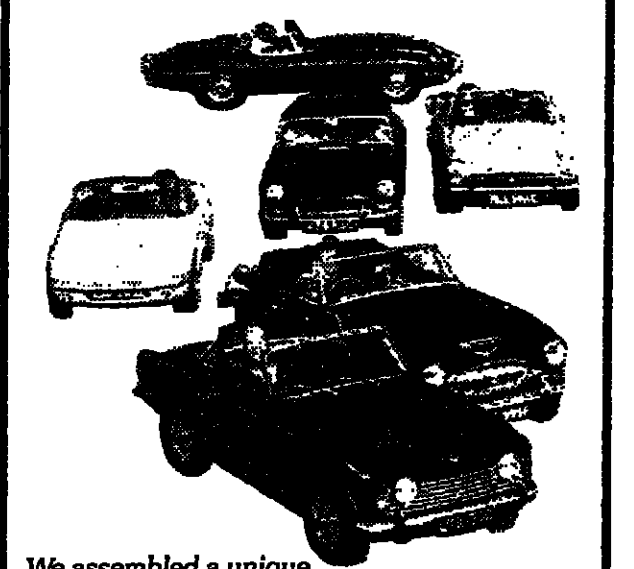


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THE TIMES DIARY

Proctor's privilege

Although I am sure the possibility has never crossed Harvey Proctor's mind, he should know that the traditional privilege of freedom from arrest for members of parliament is more apparent than real. The privilege was first claimed in a petition to the crown in 1404, but *Erskine May*, the book of parliamentary custom, shows it has been honoured mostly in the breach. In 1815, for example, Lord Cochrane was arrested for conspiracy while sitting on the privy councillors' bench. The daily prayers – always poorly attended – which open parliamentary proceedings had not been said, and the Committee of Privileges concluded that there had been no breach. Disraeli's biographer, Lord Blake, yesterday reminded me that the debt-ridden Dizzy's eagerness to be elected to Parliament was partly in the belief that he would thus escape imprisonment. But Blake yesterday spoke in defence of his hero: "All Disraeli had done was to live beyond his means."

Case dismissed

Greater Manchester Chief Constable James Anderson was able to provide the perfect alibi for his absence from a meeting of the Performance Review Committee, where he was to report on the controversial search of Salford Moor. Refusing to settle for Assistant Chief Constable Ralph Leeds as a stand-in, members sent the committee clerk to telephone police headquarters demanding Anderson's appearance. Fortunately, Anderson's explanation – that he was attending an award ceremony – could have been easily checked. The authority's own vice-chairman, David Moffat, was there too.

One arm bandits in Reno casinos have been given a course in courtesy. They now not only take credit cards but copy the name to greet the punter with a personalized "Good luck today" message.

Lane closure

The case of the former British Intelligence officer, Colin Wallace, who was convicted of manslaughter in 1981, is well known to Lord Lane, the Lord Chief Justice. Wallace – who has always maintained he was innocent – is the man currently making allegations about army dirty tricks in Northern Ireland. It was reported on Sunday that the BBC had decided not to transmit a *Newsnight* report based on his allegations. His conviction, however, was raised with Lord Lane in unusual circumstances at a London banquet last year. The Duchess of Norfolk, who was sitting next to him, inquired what he did for a living. "I'm the Lord Chief Justice of England," he replied. The duchess proceeded to speak of her concern for Wallace, who happens to be the husband of the Norfolk's private secretary, Eileen Wallace. "She spoke about my case for some time and then wrote to him with further details," Wallace tells me. The correspondence ended when Lord Lane said the matter could now be dealt with only by the Home Secretary.

Local colour

Art dealer Roy Miles, whose clients have included multi-millionaire Paul Mellon and the Rothschilds, yesterday chose the *Yorkshire Post* rather than *Society's* and *Christie's* to find his next big buy. The *Post* sported a small ad from the Mayfair dealer which read: "Two million pounds offered for a major painting by George Stubbs." Miles has identified five major works by Stubbs in *Yorkshire* and hopes his play will flush them out. "I've already had several replies," he tells me, while refusing to disclose the client he is acting for.

BARRY FANTONI



"Pst. How d'you spell curriculum?"

Winning Wang

In the most practical way, the British Embassy in China has been doing its bit for Anglo-Chinese relations. Wang Yushan, who styles himself "an ordinary Chinese citizen", bought a British *Ferguson* television last year. At a loss to know what to do with its transformer developed a fault, he wrote to the embassy in Peking. As if by magic, shortly afterwards *Ferguson* forwarded him a new transformer. Mr Wang says he was "deeply moved by what the company did... I shall tell all my family members, relatives, friends and colleagues, what happened between me and the British people and let them remember our friendship."

PHS

An identity crisis for solicitors

Frances Gibb on resistance to attempts to bring one-stop shopping to legal services

Today solicitors in England and Wales will confront the most controversial issue to come before them in the past decade. Should they be allowed to form one-stop shops where the services of accountants, patent agents, chartered surveyors, architects, or even barristers can be obtained under one roof?

The issue, which has deeply divided the profession, comes up today before the council of the Law Society, the governing body of the country's 47,000 solicitors, in a draft paper by John Hayes, the society's new secretary-general. He says mixed partnerships are to the legal profession what the ordination of women is to the Church of England.

There is increasing political pressure for change, which came to a head last summer when Sir Gordon Borrie, Director-General of Fair Trading, called for changes in the law to remove restrictions against mixed practices in the profession, which, he says, fetter competition and inhibit the way professional services can be offered to clients.

Consumers are being deprived of the choice of obtaining all their professional advice under one roof, or alternatively going to individual members of the pro-

fession. In house-buying, in particular, there was "a good deal of interest and support for mixed practices" in which solicitors might join up with estate agents, valuers, and surveyors.

Sir Gordon wants barristers to set up joint partnerships with solicitors; a proposal attacked as a step towards reducing consumer choice and towards fusion of the profession's two branches, with barristers joining big solicitors' firms in departments of "trial lawyers".

Protagonists argue that mixed practices will combat fierce competition from accountants and others. Among the big City solicitors' firms, in particular, there is considerable support. Sir Max Williams, past-president of the Law Society, believes the move to mixed practices is inevitable, and that solicitors should be at the forefront of change, rather than in its wake.

A group of City solicitors has warned that solicitors are losing to other professions because of their narrow outlook in the face of the

loss of the conveyancing monopoly. Other professions, such as accountancy, are likely to be more amenable to change within their profession. But some say if a solicitor wants to join a mixed practice, he should no longer call himself a solicitor. Being a solicitor, they argue, is something special, even unique, with high standards of integrity and conduct and a protected relationship of confidentiality with the client.

It is the notion of what a solicitor is and should be that lies at the heart of what is becoming a passionate debate. Those against mixed practices argue that solicitors will lose their independence and integrity, and even cease to be an independent profession. They say such a move is not in the public interest and cite the 1979 Royal Commission on Legal Services, which concluded that clients would be referred to in-house practitioners rather than the best independent expert; and that such practices would be difficult to police with a common code of conduct. There would also be conflicts of interest.

The whole issue is inextricably bound with a series of others which could fundamentally change the way solicitors work: should solicitors be allowed to have joint arrangements with, say, estate agents or building societies, for work to be introduced; should they be allowed to do conveyancing for the big financial institutions and still present themselves as solicitors to the public; and should they be able to "hive off" parts of their practice as limited companies, to provide, for example, financial advice.

Today the society's council will agree the format of the paper on which the profession will base its view. The Law Society paper makes no recommendations; it is cautious, and points up the problems of solicitors retaining their independence if linked with others. The profession could make a forceful stand against change being imposed, despite Sir Gordon Borrie.

This government is unlikely to impose changes. But there now seems to be enough support within the profession itself to make a gradual move under strict regulation by the profession, towards mixed practices, which appear in the long term to be inevitable.

Pearce Wright on the causes of Britain's high-technology falterings

Paralysed by perfection



A disastrous consequence of the British quest for perfection is that plans are never complete. Room is left for refinements... which become industrial nightmares

usually built for electricity generation, and it is difficult to find two of those that are the same.

Indeed, an American technologist who worked on development of the type of pressurized water reactor to be built at Sizewell referred to a British "tendency to under-design and over-engineer which comes from brilliant science rather than practical technology".

The unrealistic quest for perfect solutions is exacerbated by the need to design by committee. This is above all the characteristic of joint ventures with other countries, although it does appear at national level too. In Britain, for example, a sort of technical bargaining takes place between the military experts, technologists from defence research establishments and industrialists advising the Ministry of Defence. However, when national vested interests come into conflict on joint committees the result is certain to be the camel, that horse designed by committee.

There is plenty of evidence that technology founders on the altar of European compromise, especially in the defence field. When experts met two years ago to breathe new life into plans for a future European fighter aircraft (FEFA), to succeed types like the

Jaguar, the proposed design was the result of bargaining mainly between Britain and France on the size, type of engine and array of electronic gadgetry to be carried.

This technical horse-trading involved issues fundamental for the aircraft's likely performance. For example, the British wanted an aircraft weighing about ten tons; the French nine tons. The implications for choice of engine, possible payload and manoeuvrability were profound. The arguments were influenced largely by the maximum amount of equipment that the negotiators from each country hoped would go to their own development centres.

Faced with the huge costs of hi-tech research, the 12 EEC countries agreed four years ago to a joint research programme called Framework. Unfortunately, it too has become the subject of conflict rather than co-operation. Britain has refused under the current terms to contribute to a second five-year programme that would cost more than £5,000 million. In Whitehall's view, the arrangements seem based more on the self-interest of individual states than creating a pan-European line of defence.

There are examples of successful co-operation. The Eureka programme, conceived by the French

three years ago, has fared much better. Eureka involves 19 countries supporting 109 joint research projects, mainly in computer technology and robotics. In this case any country, even those outside Europe, can collaborate. It has a much more successful record than Framework partly because researchers do not have to surmount the same bureaucratic hurdles to get their projects under way, and because co-operation is based on informal contacts among like-minded scientists who know they want to do co-operative work.

One of the most depressing factors in the long history of British technical mistakes is that we don't learn from them. There is no system for holding inquests and analysing just what went wrong. This is well illustrated by reported delays in the RAF's multi-billion computer system, IUKADGE (Improved UK Air Defence Ground Environment), which should be the electronic umbrella controlling the air space over the British Isles and its approaches by the mid-1990s. The revised estimate is an increase in cost from £5,000 million to £7,000 million.

Almost 20 years ago the Ministry of Defence suffered comparable problems with its first computer-controlled radar umbrella called Linesman-Mediator. The fault lay then in pioneering too many fronts with large computer systems that were then in their infancy, new radar technologies and a new computer language that was intended to make it easier to write the complicated programs that formed the nerve centre. Ambition simply outstripped ability. Will we never learn?

Will we never learn?

In search of 2.5 million missing voters

With a general election approaching and local elections on May 7, it is disturbing to realize that some 2.5 million eligible electors (6.7 per cent of the total) will be left off the register while another 2.6 million will be wrongly included. The number of voters omitted from the register doubled between 1966 and 1981. The problem poses a major challenge to both local and central government.

Although in party political terms the consequences of failure to register are uncertain – it does not seem to be linked with social class or ethnic group – a complete, accurate list of those entitled to vote is a basic requirement of representative government.

Not only do the faults of the register undermine our democracy, they have further practical side effects. Electors who are omitted from the voting roll also find themselves excluded from jury service. Allocations of rate support grant to local authorities are distorted since they are based on population estimates derived from the inaccurate registers (local authorities have a financial incentive to retain redundant

names). The reliability of opinion polls, whose samples are often drawn from the register, and the accuracy of statistics of electoral turnout, are undermined.

The main defect in existing registration procedures is the poor quality of arrangements for door-to-door canvassing in some districts. About one-third of households fail to return the registration forms that are delivered each autumn, and a substantial minority do not reply to postal reminders. It should be the priority for the council officers in charge to arrange for canvassers to visit these households.

Research which I conducted for the Home Office found that one-fifth of districts do not carry out any canvassing, and in many others it is incomplete and hampered by poor quality of recruits, perfunctory training, lack of supervision and failure to monitor results. In extreme cases, officers acknowledge that by the end of the annual registration exercise they have received information from no more than half the households in their districts.

The extra cost of a canvass of non-responding households is likely to be less than £2,000 per constituency. But in addition to reform at local level, the Home Office should sponsor annual advertising campaigns on national television at peak viewing times to promote voter registration. The £300,000 it spent on advertising last year was inadequate.

The alarming increase in non-registration was highlighted by the Office of Population Censuses and Surveys as long ago as 1982. The Home Affairs Committee of the House of Commons declared in 1983 the level of inaccuracy in the register to be "unacceptably high". In 1984, the government concurred. Why has it proved so difficult to remedy this situation?

One reason is the division of responsibility between local and central government. The Representation of the People Act, 1983, gives responsibility for registration to officers appointed by local government authorities. The same Act gives the Home Secretary the power to require an officer to comply with his

directives. In practice the Home Office has given advice, information and help but has avoided issuing binding instructions.

The decline of the register suggests that it is time the Home Office implemented a new policy. (Some registration officers made it clear in interviews that they would welcome precise guidelines.) Where canvassing arrangements are absent or clearly defective, as in parts of London, the Home Secretary should be prepared, in the last resort, to intervene.

If accuracy in the register cannot be achieved under the present system of electoral administration, there will be a case for investigating whether a separate department to administer electoral affairs, an electoral commission (on the lines of that in Australia), ought to be created.

Michael Pinto-Duschinsky

Voter Registration: Problems and Solutions by Michael and Shelley Pinto-Duschinsky is published by the Constitutional Reform Centre, 60 Chandos Place, London WC2E 2LZ.

Ronald Butt

Labour in the looking-glass

The Labour Party bitterly hates the press because it thinks that the press is set upon destroying it. Labour politicians believe, or affect to believe, in some sort of press conspiracy to vilify them.

The latest outburst of rage is over the alleged victimization of Neil Kinnock after his attempt to justify his party's anti-nuclear policy to President Reagan. The complaint bears a certain resemblance to the claim that the press seeks to undermine the real and honest party of Kinnock, Hattersley, Healey and Kaufmann by ignoring its policies and focussing attention on the unrepresentative extremists who run so many Labour local authorities.

Sometimes the complaint seems to be that the press concentrates on local politicians who are unrepresentative of Labour as a whole in order to discredit the real party. If that is the trouble, the answer should be for the Labour leaders to repudiate the extremists who they implicitly admit discredit them. But at other times the local authority leftists are presented as decent if zealous Labour democrats who are misrepresented and for whom the electorate can vote without a qualm. But if they are a legitimate part of Labour thinking, then it is right for the press to focus on them to discover what those of them who will be behind Mr Kinnock in the next Parliament will demand as the price of their support.

Moreover, the people who live under them know what they are like from what they do, from the propaganda sheets paid for by the rates which come through front doors, and from local newspapers. Local people know about the waste of resources, the inflammation of race relations and the moral subversion of children, and it was they, (many from ethnic minorities) who first woke up to what was happening and protested long before most of the press or the Tory central organization woke up to what was happening. The press simply reflects their concern.

So it is with Mr Kinnock. He is enraged by the way in which his Washington visit appeared in the press, and even some of the wetter Tory tendency in politics and the press now seem to fear that Labour might be provoked in power to regulate the press, a fear which tells us more about Labour than the press itself. Yet it was not the press but Kinnock himself who, by the defence policy he was presenting, wielded the hatchet which finally destroyed his own credibility.

The key to that policy is not the intention to abandon Britain's independent deterrent. In certain circumstances that could be dangerous for Britain, but what matters most to Nato is Labour's resolve to remove all Nato nuclear bases. Labour says that this would not harm the Alliance; Nato and the US insist that it would.

Yet Mr Kinnock did not even discuss with President Reagan the ousting of the Nato nuclear bases.

He concentrated on his intention to de-nuclearize Britain's forces, justifying this on the grounds that it would enable us to have stronger conventional defence.

But both the Americans and the British public know that this is not the real reason, and that Labour's policy arises solely from the refusal of the left to accept nuclear weapons of any sort. They know that the argument about building up conventional forces is a sop to the Labour moderates. Above all, they know that there is no connection at all between affording more conventional weapons and throwing out Nato US bases. They are not conned.

Anyone who seriously thinks that because much of the press is centre-right it is automatically unfair to Labour should think about 1964. Harold Wilson was voted to office then because he was the logical exponent of the prevailing climate of opinion, which encompassed planned growth to pay for more social spending, pay and prices policies and creating a classless society, all of which had been toyed with by the outgoing Tories. Defence anxieties may have caused the narrowness of Labour's victory, but most people had already grasped the truth that when Wilson promised to renegade Polaris, it was a fudge in order to keep it despite the left.

Moreover, everyone knew he would get away with it because he had behind him the overwhelmingly moderate party bequeathed by Gaitskill after his victory over the unilateralists. Assured that this was so, the whole press (including the Tory press) gave Wilson a very sympathetic presentation, as (and Mr Kinnock should note it) they do the Social Democrats now.

This was partly because the press is always drawn to the new and a heavy post-Macmillan boredom still lay over the nation. The press was also fascinated by Wilson, his accessibility, his confidence that he could move mountains, and the candour with which he enjoyed political manoeuvres. Besides, most individuals in the press were, and probably still are, mildly to the left of centre. But the operative word is mildly. They knew that Wilson could deliver his moderation (whether or not the policies worked) because he had behind him a moderate party. The nation and the press know that Kinnock will have behind him an overwhelmingly leftist party and that he could not in office deliver a fudge even if he wanted to – which, as a man of the left and of the CND he probably does not.

The people do not like it, and the press as usual reflects the national mood, not vice versa. The national majority has watched Labour's policies evolve; knows how they have come about, and when they hear Roy Hattersley claiming that Labour is "rational, reasonable and realistic" most people cannot think of a less appropriate description of the party they know and do not love.

Alan Franks

Their hearts in my boots

I want to tell you today about my walking boots, which I have just lost, and about the Falkland Islands internal telephone system, which I have just found.

The boots first. There is nothing intrinsically special about them – they are simply a well-matched pair of brownish Italian emigrants who first attached themselves to me about seven years ago and have since borne me with a minimum of fuss along the pedestrian motorways with which the Countryside Commission has laced the land.

Now they are lost and languishing, 8,000 miles away in the Falklands, probably sundered from my soles for ever. Perhaps they were trying to tell me something about being taken for granted, for our parting took place shortly after a heavy yomping session over some grim mountain terrain above the settlement of Port Howard. I boarded the little island-hopper bound for Stanley, and in my rush left the boots in the guest-house porch.

For all I know they are even now adorning the feet of a lizened kelpie, or else straying unattended across the blanket peat in search of their master. I like to think that the latter is the case, and pray nightly that they are steering clear of the minefields.

Now to the telephone system, outwardly as unspecial as the boots but in its own way quite as deserving of conservation. The two are inextricably linked in my mind, since the second was so nearly the agent of the first's salvation. As I stood drinking beer in the bar of the Upland Goose hotel in Stanley that same evening, everyone, but everyone, knew of my bereavement. They knew because, when I had phoned Port Howard from the capital to report the loss, the entire population of 1,900 islanders could hear the conversation over their radio-telephone sets, just as they can hear every other exchange across their shared airwaves.

There are surely few English pubs whose clientele are quite so familiar, quite so quickly, with the personal difficulties of their fellows. No sooner had I walked in than the other drinkers came up

and declared, in tones of genuine compassion: "Sorry to hear about the boots, old boy. Really sorry."

The thing about this telephone system is that while it is archaic and erratic and possessed of a foggy link to London sound bell-like in its clarity, and while the rest of the islands' infrastructure – roads, transport, medicine, etc. – is being gratefully subsumed by new technology, there is scarcely a Falklander who will not mourn the passing of the aural status quo.

The explanation is simple. Here is a community as yet unhit by the cauterizing influence of television. Soap operas and serials remain for the time being a thing of the future and thus the minutiae of local life retain their proper place as the most compelling drama of the day, with the residents themselves as central characters in a round-the-clock entertainment.

There is not a visit to the dentist, not a contretemps between an aunt and her niece, not a breakdown of a tractor on some remote island that does not go unheard through the speakers of the listening hundreds. The British government and the Falkland Islands Development Corporation would dearly love to establish a cellular phone system, whereby each household would have its own set and so become immune from the general ear.

While most individuals would crave such privacy, it is quite otherwise upon the Falklands. No wonder that while they welcome the benefits which flow from a £31 million grant from the British, they are distinctly dragging their heels over the hauling of their telephone lines into the late 20th century. Privacy, in other words, is not worth the cost of sacrificing a continuing programme of unedited human entertainment, and the crude lure of the old technology holds sway.

All very well, but it has not yet solved the question of my walking boots, which failed to make the journey to Mount Pleasant airport by the time my aircraft took off for Britain. Since every islander now knows about their plight, may I issue the following *cri de coeur*: "Please can I have them back?"



1 Pennington Street, London E1 9XN Telephone: 01-481 4100

SIR DAVID'S INHERITANCE

Newly knighted and fresh from three months of intensive study, Sir David Wilson today becomes the 27th Governor of Hong Kong. His appointment has been applauded: a Chinese scholar of distinction, a respected administrator, a Foreign Office man sufficiently independent of mind to have left the service in mid-career and sufficiently well thought of to have been welcomed back.

At 52, Sir David is also young enough to see through the actual transfer of Hong Kong to Chinese rule in 10 years' time. Unusually for a bureaucrat, he may therefore be around to reap the harvest he helped to sow as a member of the British negotiating team three years ago. As Governor of Hong Kong through what promises to be a problematical decade, he will need all the skills he exhibited then, and vision besides.

The first points of contention between Britain and China are already emerging. Central among them are their divergent definitions of democracy. Britain would like to bequeath to Hong Kong a system of democratic government, British-style, proceeding from direct elections to the Legislative Council.

The Chinese demur. They note that Hong Kong has been governed — and flourished — for a century and a half with a system of patronage. They see no reason to introduce a

change which would take the colony's constitutional system even further away from that of the Mainland than it is at present.

The point that Hong Kong's democracy has hitherto been guaranteed by Britain's own, and that similar guarantees given by Peking might not be so acceptable to the people of Hong Kong has not yet been publicly articulated. Eventually, it must be. It will be a diplomatic test second in importance only to the drafting of the original agreement.

Sir David's second and not unrelated task is to foster international confidence in the future of Hong Kong. The colony has prospered thanks to a free market and free trade system. Any adjustment to that system, whether introduced from a China fighting shy of market economics or from an international trading climate soured by protectionism, represents a threat to Hong Kong's wellbeing for which Sir David and his team must be prepared.

The new Governor also inherits the vexed question of refugees, mainly Vietnamese who have as yet found no country to accept them. Britain last year took about 500; another 8,000 are awaiting resettlement. Their presence in Hong Kong is resented, both as a drain on the economy and because many Hong Kong residents have relatives in China who are unable to

join them in Hong Kong. A willingness by Britain to shoulder more of the refugee burden, as a gesture of goodwill, could help to give Sir David's governorship an auspicious start.

But his success as governor and the success of Hong Kong's transition to Chinese rule will not depend on Sir David alone, nor yet on Britain. The next 10 years are likely to be a difficult period in China. The transition from Deng Xiaoping, which was never likely to be easy, has already begun.

Those who take over from Deng may not be of the same mind as those who negotiated the agreement and undertook to preserve Hong Kong's present political and economic system for 50 years after the transfer. They might not be above making Hong Kong a pawn in the greater political game being played out in China.

It would then be of little consequence that a stable and prosperous Hong Kong could offer assurance to Taiwan about China's future conduct. Nor would the efforts of Hong Kong officials to gloss over some of the less palatable aspects of Chinese communism, like censorship and corruption, account for much. Together with vision and diplomacy, Sir David will also need honesty and vigilance. His is not a comfortable inheritance.

THE PROMISING OPPOSITIONS

The battle for the centre ground of politics has moved from the issue of health (Monday's offering from the Liberal-SDP Alliance) to education (yesterday's contribution). Once again it is noticeable how very crowded this territory is.

The education policies of the Alliance bear striking similarities to those of the Labour Party. It is true that the Alliance favours an independent pay review body for the teachers whereas Labour, almost incredibly, would return to something very like the disastrous Burnham committee. It is true that Labour would not phase out the assisted places scheme but abolish it over night. But in respect of their large promises about everything else from pre-school education to post-school training allowances there is little discernible difference between them.

The Alliance proclaimed the worthy aim yesterday of making Britain the "best educated and trained nation in the world". It plans to double, to over one million, the number of 18 and 19-year olds entering higher education. It plans the restoration of the 20 per cent cut in student grants, an unspecified increase in research funding, the abolition of fees for part-time education, an education allowance for all 16 to 18-year olds.

All that is before it has even begun to look at the cost of improving secondary schools, most of which, it says, fall short of the quality we should

expect, or of improving primary schools, all of which it promises will have sufficient resources. There is also the cost of guaranteeing every pre-school child at least a year of "educational experience".

Dr Owen promised what he called an extra £2 billion to achieve these ends. This is a target to be reached at the end of five years, which means that the Alliance is promising, in effect, to increase spending on education by 3 per cent a year. It is impossible to see how this can be enough to pay for everything they propose.

The next difficulty with the Alliance's "new solutions for Britain's educational problems" is to work out what they mean. Take, for example, the national curriculum which the Education Secretary, Mr Kenneth Baker has been talking about in some detail. The Alliance says it has "always" been in favour of a core curriculum but it is totally opposed to Mr Baker's plan because it would lead to a national syllabus.

Presumably that means the Alliance would tell schools which subjects they should spend some of their time teaching and leave the rest to them, almost exactly the arrangement that has brought about the present situation rightly condemned by Mr Baker for producing deplorable variations in quality.

A core curriculum that does not lay down a national syllabus is meaningless, as is the Alliance's promise to "set national targets for improved

performance in examinations and ask local education authorities, together with their schools, to set local targets in the light of their circumstances". That is the alternative proposed by Alliance education spokesman, Mr Paddy Ashdown, to the attainment targets ("crude market mechanisms" he called them) which Mr Baker plans to establish for all children at the ages of seven, 11 and 14.

There is no point in laying down a national syllabus (or even a core curriculum) without at the same time taking stringent steps to ensure that it is being delivered effectively to every pupil. The combination Mr Baker proposes of tests, coursework assessment and external moderation, is the only certain way of achieving that. The Alliance, unhappily, does not seem to have the stomach for it.

Its attitude both to grammar schools and the independent sector shows a similar lack of conviction. Thus, the Alliance is against grammar schools but it is not going to make any great efforts to abolish them. It is not exactly in favour of private schools but, on the other hand, it has "no ideological convictions" against them.

Neither Labour nor the Alliance appears to quarrel with the Government's description of what is wrong with schools, with further or with higher education. The Government, however, is at last showing some conviction to put it right.

LET WHISKY CURE THIS TRADE FEVER

Mr Michael Howard's visit to Tokyo has produced nothing immediate and tangible to ease the war of words over Anglo-Japanese trade. The talks can only, however, be judged a failure in terms of the casually exaggerated and unrealistic expectations placed upon them.

The Minister for Corporate and Consumer Affairs had planned a routine visit to arrange cooperation on financial regulation. This had to be suddenly transformed into a crucial trade mission.

Mr Howard, it should be recalled, was not empowered to conduct any trade negotiations. A false link had, however, been forged between frustration over the low level of British exports to Japan, the ambitions of Cable & Wireless to lead the alternative Japanese overseas telephone network and the otherwise reasonably smooth process of improving access to Japan's gradually opening financial markets.

The Prime Minister looks certain to come under pressure in Parliament today to put the Government's strong words into discriminatory action against Japanese interests. It would be uncharacteristic of Mrs Thatcher to wish to be seen retreating at this sensitive political moment. But it would

be equally uncharacteristic for her to court cheap popularity by bellicose action that is likely to harm British interests, especially when judicious delay could promote them.

Japan's Minister of Finance has agreed to respond next month to Mr Howard's timetable for three more British firms to be allowed in the Tokyo stock exchange by the end of the year. Although London's Stock Exchange has only recently been open to foreigners, four Japanese firms are now members. The British request for parity is reasonable.

The claimed shortage of physical space should not dictate delay. Tokyo could take a lesson from London, which brought in new classes of member months in advance of their being allowed to trade fully. Japan's international stockbrokers will certainly join in pressure on their home exchange to cooperate and overcome that combination of fear and solidarity which does so much to negate the formal openness of many Japanese markets today.

A similar timetable might help resolve the Cable & Wireless impasse. It was never likely that Mr Howard would come back with a piece of paper giving the company

what it wanted. His job was to stress that the Government regarded this as a test case of Japanese openness.

Since the situation is unprecedented, certainly in Europe, it was hardly a suitable test case. None the less, within the constraints of Japanese law and the commitments already made, it would be both practical — and sensible in terms of the expertise it brings — for Cable & Wireless to emerge from negotiations with a 10 per cent share in the consortium.

Neither of these issues is a suitable or sufficient cause for a trade war. But there is one issue fully within the competence of Mr Nakasone and his allies which Britain can justly claim is a test case of the openness of Japanese markets: the discriminatory tax levied on Scotch whisky.

A compromise formula to reduce discrimination has rightly been rejected by the European Commission, which has charged Japan with violation of Gatt rules. The case is due to be presented on April 28. Japan will surely lose it. Mr Nakasone has the option of fully removing discrimination against this important British export before the case is heard. It would greatly aid Anglo-Japanese relations if he did so,

LETTERS TO THE EDITOR

How to put a stop to gazumping?

From Mr T. B. Blenkin
Sir, As an estate agent, I have an interest in the debate on gazumping (leading article, April 3). Without wishing to resurrect old bones of contention, may I make two suggestions, adherence to which would speed up transactions and reduce the likelihood of sales aborting.

First, a vendor should be fully prepared for the sale of his property when it is marketed. His solicitor should have available a draft contract, up-to-date local search, and answers to preliminary enquiries when the house goes on the market — just as for an auction.

Second, a buyer should be in a position to proceed when making an offer. Finance (subject to valuation) should be arranged and there should be no dependent house sale. A structural survey and mortgage valuation can easily be carried out within a week. If an offer being accepted, during which week solicitors (or conveyancers) for both parties can iron out any difficulties arising from the contract. Thus, no need for more than seven, or at most, 14 days between acceptance of the offer and exchange of contracts.

The genuine cash buyer is seldom gazumped. But a would-be buyer whose offer is subject to a sale is always at risk; for what seller would readily pass up a subsequent (and not necessarily higher) offer from someone ready to proceed at once? The longer the delay before contract, the more likely it is that a rapidly rising market will throw up a better bid.

After 15 years of professional experience I can say with conviction that in nine cases out of 10 abortive deals are the responsibility of defaulting buyers, whose complaints are heard with a regularity which is in proportion only to their culpability.

Yours faithfully,
T. P. BLENKIN, Director,
Jackson-Stops & Staff,
23 High Petergate,
York,
April 6.

From the Secretary of the Incorporated Society of Valuers and Auctioneers

Sir, Favourable comment on the Scottish system of house purchase as a means of reducing gazumping (second leader, April 3) fails to acknowledge that there is little difference in practice south of the border except as to timing. The fact that in Scotland an offer, once made, is open to unconditional acceptance simply means that the preliminaries of arranging mortgage finance and commissioning a survey (if required) have to be undertaken beforehand. There is no guarantee thereafter either that the property will still be available

of their business, by-passing London. Their inconvenience would be more than matched by the loss of employment in the UK.

Cutting off our nose to spite our face is not a good idea.
Yours sincerely,
ALEX HENNEY,
38 Swains Lane, N6,
April 6.

From Dr J. E. Marriot
Sir, Is there any chance of changing the trading ethics of the Japanese when recent statistics showed Japan as the biggest importer of illegally culled ivory? (It comes now from increasingly younger elephants).
Yours faithfully in hope,
J. E. MARRIOTT,
14 Station Road,
Birstall, Leicestershire,
April 2.

Union invaded Poland, went on to attack Finland, and then incorporated the Baltic States and Bessarabia in 1940.

It was the USSR's most lucrative, if not her finest hour. We should be most unwise to forget that cynical episode and its instructive subsequent disappearance down the memory-hole.

It may be flattering for Mrs Thatcher to be compared with Churchill, but she should not be tempted into acting like Chamberlain.

Yours faithfully,
MARK ALMOND,
Wolfson College, Oxford,
April 4.

From Mr Paul Bryant
Sir, Having worked for many years in the South-east I was disturbed to find, on moving to this area, that I regularly over-estimated the age of my patients by 10 to 15 years. There is no doubt that social hardship in a deprived area exacts a heavy physical toll.

Yours faithfully,
PAUL BRYANT,
Barnsley District General Hospital,
Gawber Road,
Barnsley, South Yorkshire,
April 2.

From the Managing Director of the Exchange Telegraph Company Limited

Sir, Certain points arising from Mr John Beard's letter of March 28 need clarification. Since 1963, when the original relationship between the Racecourse Association and Exel was conceived, racecourses have benefited to the tune of over £20milion and, unlike most other sources of finance, there have been no strings attached. Essentially, it is punters' money that the Racecourse Association gets, whether through Satellite Information Services or Exel.

Exel has no exclusive rights in the supply of information to

or that an offer of a particular amount will be entertained.

The proposal that a survey report should be provided by the vendor instead of the intending purchaser is also flawed. There is potential conflict in that the vendor (who will be paying the fee) will wish the report to describe the house to the best advantage, whereas the surveyor's duty is to be objective and impartial.

Most buyers prefer to nominate their own surveyor. It is no consolation in the alternative that they would have the right to sue the vendor's surveyor in respect of a negligent report, particularly where, as is often the case, it will have been prepared several weeks earlier and, negligence apart, can, therefore, no longer be relied upon.

No one disputes the inadequacies of the present system, but there is no obvious solution.

Yours faithfully,
MICHAEL ASTBURY,
The Incorporated Society of Valuers and Auctioneers,
3 Cadogan Gate, SW1,
April 3.

Flat living

From Mr G. A. Vivian
Sir, Your article on privately owned flats ("Bill aimed at bad landlords", says Patten", March 31) is unfair to good landlords despite the statement of Mr John Patten, Minister of Housing, Urban Affairs and Construction, to that effect.

Part I of the Bill gives the right of first refusal of qualifying tenants of flats to buy their landlord's interest in the block in which they live if the landlord proposes to sell. This provision applies not only to bad landlords but also to good landlords, including responsible private landlords, publicly accountable landlords and charities.

Parts II and III of the Bill deal with the rights of tenants whose block of flats is poorly managed to appoint a manager to assume responsibility for the management of the premises where the landlord has failed to discharge his obligations and, in serious cases of mismanagement, to apply to the court for an order to acquire the landlord's interest compulsorily.

On the sale of a block of flats the Bill as drafted will affect good and bad landlords alike, although it is in respect of the bad landlord who does not maintain or manage his property properly that the more draconian powers of compulsory purchase or the appointment by the court of a manager will apply.

Yours faithfully,
GRAHAM VIVIAN,
Chesterons Prudential Ltd,
40 Connaught Street, W2,
April 6.

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Pollution off the Irish coast

From Miss Angela Flowers and others

Sir, Four months after the Kowloon sank that tank's wreck still lies unsalvaged off the West Cork coast. The wreck's continuous leakage of 1,200 tons of bunker oil has gravely polluted a once beautiful coastline.

Local people are very bitter at being left to cope as best they can with a major environmental disaster which is plainly beyond their powers. The long-term effects on the environment, the fishing and all the local livelihoods that depend on the sea, leisure and tourism are incalculable unless the pollution is stopped.

Many passengers on the new Swansea-Cork ferry will be travelling to beaches, coves and estuaries awash with oil and littered with dead seabirds. They will be shocked to compare the polluted reality with the idyllic descriptions in the holiday brochures.

The Irish Tourist Board has a duty to make a public statement as quickly as possible. The new Dublin Government must take immediate action to stop the pollution. It must mobilise all available emergency services to help the people of West Cork in their efforts to clean up the mess.

Finally, the existing Irish maritime legislation, which has been revealed as sorely inadequate, must be quickly strengthened to prevent such a calamity ever recurring.

Yours etc,
ANGELA FLOWERS,
EDWARD SAMUEL,
CATHERINE FREEMAN,
IAN BREAKWELL,
53 Fitzroy Park, N6,
April 2.

Change of role

From Mr Graham Searle
Sir, I was interested to read (report, April 6) the reactions of Mr Porritt, the present Director of Friends of the Earth, to the news that I, the founding Director of Friends of the Earth, should be prepared to act as environmental consultant to a chemical incineration company. As sometimes happens, Mr Porritt's comments had more style than content (though his jibe that I have suddenly become "environmental wallpaper" does leave a little to be desired).

Rather than trade innuendo, allow me, via your columns, to explain to him the agreement I have reached with Rechem International, the company in question. It is that all incineration and monitoring data routinely collected by that company should be made available, on request, to Friends of the Earth, Greenpeace or any other interested parties in order to enable them to come to a considered view of the company's activities and performance.

There will be no confidentiality arrangements affecting environmental management, though commercial agreements with clients will remain, quite properly, for the company to decide without reference to Mr Porritt or to me.

A major complaint frequently voiced by pressure groups is that they are not allowed access to information. That is why their criticisms are sometimes, quite understandably, ill-informed. Rechem is prepared to provide the information they seek. If Mr Porritt thinks this a backward step, I fear he is facing the wrong way.

Yours faithfully,
GRAHAM SEARLE,
The Old Post Office,
Huntingfield,
Halesworth,
Suffolk,
April 6.

Archbishop's views

From the Reverend J. S. Reynolds
Sir, When I read your account of Mr Levin's interview with the Archbishop of Canterbury (March 30), I could not help being reminded of the last line of one of John Keble's hymns — "Save, Lord, by love or fear".

Whether we like it or not, fear is at least a behavioural deterrent. For example, recently you reported a medical opinion that fear of the earthly consequences has already slowed down the impact of Aids. As far as it goes, surely that is good and reasonable.

If the element of fear of the spiritual consequences of human sinfulness in general still took its traditional place in Anglican teaching, might not some lethargic souls (perhaps many) be helped by such secondary stimulus towards an experience of God's love in Christ?

Yours faithfully,
JOHN S. REYNOLDS,
Linden Lodge,
59 St Mary's Road,
Oxford,
April 2.

dissatisfaction with Exel's services. Whether the quality of the service to be provided by SIS will match that of Exel remains to be seen.

The major bookmakers' motivation is perhaps based more on ambition for control and increased market share than the desire for a better service. Informed observers of the industry clearly see significant advantage for the big four companies in their working together.

Yours faithfully,
K. C. S. YOUNG,
Managing Director,
The Exchange Telegraph Company Limited,
Exel House,
East Harding Street, EC4,
April 1.

ON THIS DAY

APRIL 9 1886

The full report of Gladstone's speech on Home Rule occupied 11½ unbroken columns (about 2000 words) in the paper. The Bill was debated in the Commons on 16 days; the Prime Minister spoke five times. On June 8 it was lost. Gladstone went to the country and was defeated.

GLADSTONE'S PERFORMANCE

... Yesterday's debate will be memorable not only for the speeches delivered, but for the scene outside and inside the House of Commons. To say that this or that detail was unprecedented would be to express the matter far too feebly. Never within living memory has there been so much interest displayed in a debate, such burning curiosity to know what the evening might bring forth, so strong a sense that the moment was one which would live in history, and in which, therefore, it was worth while to have a share. Once or twice before have members breakfasted in the House, but that was when Irish obstruction had brought about an all-night sitting. This time the lobbies saw themselves invaded in the early morning, not for the purpose of checking Parliamentary tactics, but that members might secure a good place for the speech which was to make those tactics for ever unnecessary. At six o'clock in the morning some Irish members were already on the spot. Long before noon a portion of the small band of fortunate ladies whose friends had secured the tickets were waiting in the ante-room of the Ladies' Gallery. By that time the benches of the House were covered with hats, the symbols of possession; and for the first time chairs were placed on the floor, as they are placed in the aisle of a fashionable church. It was ill for those members who did not arrive within an hour or two of noon for many of them had to remain without a possibility of hearing the great speech. Outside the scene was not less remarkable. A crowd not only filled Palace-yard, but reached up Parliament-street and Downing-street to the door of the PRIME MINISTER'S residence. It was a crowd of the most mixed character, with National League, London workmen, professional politicians, and well-to-do loungers mixed in hopeless confusion; so that when, just before half-past four, MR. GLADSTONE appeared, his reception indicated a strange mixture of enthusiasm and anger on the part of the people of London. There were not wanting signs and omens which in another age would have stirred the fears or the hopes of many. At two o'clock it was noticed that the great clock of the Palace at Westminster, the clock which gives London its time, had stopped. The sky, that had been fair before, clouded over just before MR. GLADSTONE left his house, and a drenching shower came down with a determination against which no enthusiasm was proof. An Irish member, disporting himself on a tricycle on the terrace of the House, fell and hurt himself severely, shedding, as the eyes of all remarked, the first Irish blood that had been spilt in this great contest on English soil.

We have already spoken of the substance and meaning of MR. GLADSTONE'S speech. Here it is enough to say that, regarded as an oratorical display, it quite fulfilled the expectations of his admirers. He was in excellent voice, as compared with the state in which he has sometimes been of late; and he spoke for three hours and twenty-five minutes, the House not losing a word. This for a man of seventy-seven was a marvellous performance, especially if we take into account the moral as well as mental strain of the situation, his consciousness that the eyes of all the world were upon him, and his sense of the enormous gravity of the proposals that he was laying before the House of Commons. MR. TRAVELMAN, speaking with some literary exaggeration, declared that the speech "actually benumbed the faculties" of those who heard it.

Music endangered

From Professor H. C. Robbins Landon

Sir, As a visiting professor in the Department of Music at University College, Cardiff — but one who derives from it no financial benefit — I should like to protest as loudly and publicly as is consistent with British decorum against the menaced closure of that department. Not only is it one of the largest, best-staffed and best-equipped music departments in the country, but it is also a vital part of the musical life of Wales and, as I know from long personal experience, a fundamental symbol of Welsh musical pride.

This is too important an institution to fall casual victim to the political fight whereby one university department may be sacrificed by all the others who, not unnaturally, fear that they may otherwise have to tighten their own belts.

Yours faithfully,
H. C. ROBBINS LANDON,
Foncussières,
1800 Rabastens,
Tarn,
France,
April 2.

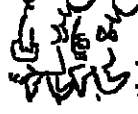
Mothers and fathers

From Mr Ben Stocker

Sir, Is it not fitting that Mothers' Day should be nine months after Fathers' Day? Yours, if it please you, BEN STOCKER, Glencarm, Green Lane, Whitfield, Dover, Kent, April 4.

THE TIMES INFORMATION SERVICE

This selective guide to entertainment and events throughout Britain appears from Monday to Friday, followed in the Saturday section by a preview of the week ahead. Items for inclusion should be sent to The Times Information Service, PO Box 7, 1 Virginia Street, London E1 9XN



THEATRE LONDON

★ COMEDY WITHOUT TITLE/SCENE Fables: Impressive double bill by Yorick Theatre Company of Lora's last play and some Dario Fo jolly. Young Vic Studio Theatre, 68 The Cut, London SE1 0JN. 7.30-8.40pm, (F) 9-10.45pm, matinee Sat 2.30-4.40pm and 4-5.45pm, £5.50 (for both plays) £3.75 (for one play).

★ THE HEAT OF THE DAYS: Shared experience of a dramatization of Elizabeth Bowen's wartime novel. Donmar Warehouse, 41 Earlham Street, London WC2E 0JN. 7.30-10pm, £5-25, until April 25.

★ THE HENRYS: Michael Bogdanov's impressive productions of Shakespeare's Henry plays. Michael Pennington as Prince Hal and Henry V. John Woodvine as Falstaff. Old Vic, Waterloo Road, London WC1E 7JH. 7.30-10.30pm, Fri and Sat 7.30-10.30pm, Sun 2.30-5.30pm, matinee Sat 2.30-5.30pm, £10-20, until May 2.

★ MARCH OF THE FALSETTOS: The zippy, witty musical by William Finn concerning the home life of New York's leading soprano. Albery Theatre, St Martin's Lane, London WC2E 0JN. 7.30-10.30pm, Fri and Sat 7.30-10.30pm, Sun 2.30-5.30pm, matinee Sat 2.30-5.30pm, £10-20, until April 25.

★ A PIECE OF MY MIND: George Cole and Anna Carteret in Peter Nichols's play covering twenty years of a writer's life. Apollo Theatre, Shaftesbury Avenue, London W1D 7HS. 7.30-10.30pm, Fri and Sat 7.30-10.30pm, Sun 2.30-5.30pm, matinee Sat 2.30-5.30pm, £10-20, until April 25.

★ THE RESISTIBLE RISE OF ARTURO UI: Griff Rhys Jones as Brecht's gangster leader learning how to rule the world. Queens Theatre, Shaftesbury Avenue, London W1D 7HS. 7.30-10.30pm, Fri and Sat 7.30-10.30pm, Sun 2.30-5.30pm, matinee Sat 2.30-5.30pm, £10-20, until April 25.

★ SERIOUS MONEY: Caryl Churchill's offbeat musical play about the Big Bang and City greed. Reconquered. Royal Court Theatre, Sloane Square, London SW1 1PL. 7.30-10.30pm, Fri and Sat 7.30-10.30pm, Sun 2.30-5.30pm, matinee Sat 2.30-5.30pm, £10-20, until April 25.

★ SPIN OF THE WHEEL: Musical about a lodge to reveal an ailing TV quiz show that backfires on the dodgers. Comedy Theatre, Tottenham Court Road, London W1P 0LP. 7.30-10.30pm, Fri and Sat 7.30-10.30pm, Sun 2.30-5.30pm, matinee Sat 2.30-5.30pm, £10-20, until April 25.

★ THE TOURIST GUIDE: Intense, emotional play about male and female in Greece, by successful German playwright Gotthard Strauß. Almeida Theatre, Almeida Street, London N1 0LJ. 7.30-10.30pm, Fri and Sat 7.30-10.30pm, Sun 2.30-5.30pm, matinee Sat 2.30-5.30pm, £10-20, until April 25.

BEST SELLING BOOKS

Best selling books for the week ending April 4

FICTION		
1	Destiny, Sally Beauman	Bantam Press £10.95
2	A Sport of Nature, Nadine Gordimer	Cape £10.95
3	Trust, Mary Flanagan	Bloomsbury £10.95
4	A Fatal Inversion, Barbara Vine	Viking £10.95
5	Windmills of the Gods, Sidney Sheldon	Collins £10.95
NON-FICTION		
1	The English: A Social History, C. Hibbert	Grafton £20.00
2	Nye Bevan, John Campbell	Weidenfeld £19.95
3	A History of the Jews, Paul Johnson	Weidenfeld £19.95
4	The Fatal Shore, Robert Hughes	Collins £19.95
5	Memoirs of a Fortunate Jew, Segre	Weidenfeld £19.95
PAPERBACKS		
1	A Perfect Spy, John le Carré	Coronet £3.50
2	84 Charing Cross Road, Helene Hanff	Futura £2.50
3	What's Bred in the Bone, Robertson Davies	Penguin £3.95
4	The House, Duchess of Devonshire	Papermac £7.95
5	Motoring with the Royal Family	Michelin £7.95
6	The Name of the Rose, Umberto Eco	Coriolis £2.95
7	The Moth, Catherine Cookson	Coriolis £2.95
8	Lie Down with the Lions, Ken Follet	Arrow £2.95
9	The City of Joy, D. Lapierre	Arrow £2.95
10	A Taste for Death, P. D. James	Faber £5.95

Source: Hatchards, 187 Piccadilly, London W1

ENTERTAINMENTS

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FILMS

Also on national release

CASTAWAY (15): Lucy Irvine's tropical island adventure, filmed by Nicolas Roeg with pretty and provocative pictures, but no narrative drive. With Oliver Reed and Amanda Donohoe (116 min).

CHANGING CROSS ROAD (U): Transatlantic romance between Helene Hanff (Anna Barcort), and a retiring London (Anthony Hopkins) (119 min).

COME AND SEE (15): Powerful Soviet film about Nazi atrocities in Byelorussia directed by Elem Klimov (142 min).

DUET FOR ONE (15): Julia Andrews tackles both the violin and emotional trauma in this film. A musical adaptation of his famous play (107 min).

FATHERLAND (15): Dutch political drama from director Lou Luch and writer Terence Griffiths. With Gerit Frenken (110 min).

THE FOURTH PROTOCOL (15): Old-fashioned thriller based on Frederick Forsyth's novel about a Soviet plan to sabotage NATO. Michael Caine is the meek-eyed cypher (119 min).

THE GREEN RAY (PG): Commemorative of Eric Rohmer's work will recognize both actress Marie Riviere and her character's predicament as she labours over affairs of the heart (98 min).

HAUNTED HONEYMOON (PG): Gene Wilder's old parody of the haunted house genre, with Wilder and Gilda Radner as the lovebirds under attack in a large country mansion (93 min).

LITTLE SHOP OF HORRORS (PG): Eccentric story of a boy, a girl and a man-eating plant called Audrey II. Lavishly designed, with Rick Moranis, Eli Gottlieb and many cameo appearances (94 min).

THE NAPLES CONNECTION (18): Complicated thriller with fantasy elements from Italian director Lina Wertmüller. Angelica Huston has a strong performance (106 min).

OVER THE TOP (PG): Perfect time for a drama featuring Sylvester Stallone as an anti-warship truck driver who tries to get to know his neglected son (93 min).

PERSONAL SERVICES (18): Terry Jones's outrageous comedy inspired by the 1972 of Concorde. Armand Assante (105 min).

THE PHANTOM OF THE OPERA (18): Musical adaptation of the novel by Gaston Leroux. Directed by Jacques Offenbach (135 min).

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The credits for *College* list the student hero as "The Boy" other characters call him Ronald. But to us he is simply Buster Keaton, the sad-eyed genius of silent comedy. In this 1927 feature, revived for Easter at the ICA, he tries to impress his girlfriend with athletic skills. It is an uphill task: the bottom falls out of the boat he coxes; his hurdles collapse like ninespins. But once the heroine's fate is at stake, he swoops and leaps like Superman, vaulting through her window with a clothes pole (the only stunt Keaton never performed himself). For director, Keaton had James V. Horne, best-known for his Laurel and Hardy work. "Absolutely useless to me," Keaton uncharitably remarked much later. Horne's team produced a more conventional feature than one might expect, yet the quantity and precision of its gags always leave audiences giggling. *College* is revived in a tinted print, with live musical accompaniment by Adrian Johnston, a one-man band equipped with piano, instrumental oddments, and a fennish imagination. Matinees only, 3pm, ICA Cinema, The Mall, London SW1 (01-930 0493), tomorrow to April 14.

Geoff Brown

St John's, Smith Square, London SW1 (01-222 1061), 7.30-9.30pm, £2.50-£5.50.

JARVIS: Eneacu's Romanian Rhapsody No 1 makes a rousing start to this concert by the Scottish National Orchestra under Neeme Jarvi. It continues with Haydn's Trumpet Concerto and ends with a new 12th Age, Oldu Kemi conducts a vivacious cast.

LONDON SCHUBERT: The Schubert Ensemble of London plays Schubert's Quintet D667 "The Trout" and Brahms's Quartet Op 60.

WIGMORE HALL, 38 Wigmore Street, London W1 (01-635 2141), 7.30-9.30pm, £2.50-£5.50.

HANNOCK/LOCOCK: Christine Hancock (flute) and Victoria Locock (piano) perform Beethoven's Sonata No 4 "The Lullaby", Eneacu's Concerto in F major and Donizetti's Martinu, Poulenc and Keith Amos.

PARCEL ROOM, South Bank, London SE1 (01-635 2141), 7.30-9.30pm, £2.50-£5.50.

DALLMEYER/WALKER: Sonatas by Stanford and Tippett, Britten's *Lindisfarne* and Samuel's *In Blue*, Sweeney's *Life Study* are played by the Robina Dallmeyer (cello) and with Rosemary Walker (piano).

BRITISH MUSIC INFORMATION CENTRE, 10 Stratford Place, London W1 (01-635 2141), 7.30-9.30pm, £2.50-£5.50.

ALL BEETHOVEN: Wyn Morris conducts the LSO in Beethoven's *Concerto* and *Symphonies Nos 4 and 5*.

BARBICAN CENTRE, Silk Street, London EC2A 3DH. 7.30-9.30pm, £2.50-£5.50.

THE KING GOES FORTH TO FRANCE: Long-awaited British staging by Nicholas Hytner of the Finnish composer Aulis Sallinen's bizarre tragedy-comedy of power.

ROYAL OPERA HOUSE, Covent Garden, London WC2E 0JN. 7.30-10.30pm, £22.50.

SERAGLIO: A further performance, in English, of Graham

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Vick's highly-acclaimed new production of Mozart's *The Abduction from the Seraglio*. Opera North, Grand Theatre, New Theatre, Leeds (0532 455551), 7.15-10.30pm, £3.50-£15.50.

HAPPY END: The Welsh/Brecht classic performed in English by St. Donat's Music Theatre directed by Mike Ashman for the Camden Festival.

THE PHOENIX, Dukes Road, London WC1 (01-387 031/01-388 1394), 8-10pm, £5 (23 concessions).

CARMEN: Kant Opera's conventional but colourful production with Anne-Marie Mühle in the title role and Ivan Fischer conducting.

CONGRESS THEATRE, Carlisle Road, Eastbourne (0232 36363), 7.30-10.15pm, £4.50-£11.

MARRIAGE OF FIGARO: John Cox's affectionate production for South Coast with Nicholas Fowell and Joan Rodgers, conducted by Greene Jenkins.

New Theatre Theatre, Westgate Road, Newcastle-upon-Tyne (091 232 2611), 7.15-10.30pm, £3-£15.

LA BOHEME: Golan Järvelin's production for Welsh National Opera with Anne Williams-King and Robert O'Neill.

Mayflower Theatre, Commercial Road, Southampton (0703 229771), 7.15-10.15pm, £3-£15.

RUDIGGORE: New Sadler's Wells Opera tour led by Judge's handsome and witty production of the G & S mock-melodrama.

Playhouse, Ipswich (0272 42555), 8.15pm, £2.75.

KENNY DAVEN: Notably lyrical American classic, firmly in jazz's mainstream.

Playhouse, Ipswich (0272 42555), 8.15pm, £2.75.

JAMES MOODY: A veteran bebop saxophonist who presents his music with delicious wit.

Playhouse, Ipswich (0272 42555), 8.15pm, £2.75.

LAURA FORD: Paintings and sculpture by an arresting Irish artist.

Nicola Jacobs Gallery, 3 Cork Street, London W1 (01-437 3688), Mon-Fri 10-5.30pm, Sat 10-1pm, free, until April 25.

TOM SCASE: Recent abstract paintings with echoes of landscape form.

South Hill Park Arts Centre, Bracknell, Berkshire (0344 427272), Mon-Fri 9.30am-7.10pm, Sat Sun 1-4pm and 7-10pm, free, until April 19.

ROBIN RICHMOND: Recent landscape paintings by an artist with

THE ARTS

Religion of hate

"Religious freedom" trips easily off our tongues. The sight of the Prime Minister in a Russian monastery earned the respect of many an atheist. Even being summoned by bells from our sinful slumbers to be confronted by mumbling zealots taking up their missionary positions on our doorsteps can give us a warm glow of tolerant condescension. However, historically, unbridled religion has politically oppressed as much as it has spiritually liberated.

What was most striking about *The Sword of Islam* (ITV), Granada's extraordinary two-hour investigation

TELEVISION

of militant Muslim fundamentalists, was that it gave us an understanding of how political violence can be a religious experience and of how religion can be such a potent political force (not that, with Northern Ireland, we should need reminding).

The programme opened with the painful irony of Terry Waite telling us that "true Islam does not deprive the innocent of their liberty". By the end we understood why Islamic fundamentalists, true to their faith or not, do not think many Westerners are innocent.

We were eased into the extremist mind with some relatively moderate Egyptian fundamentalists, including, of all things, a former Broadway theatre critic (that is what they said) who not surprisingly was somewhat scornful of western culture, then given a taste of bloody fanaticism with the Jihad, who killed Sadat, before moving on to Lebanon. Here again, we started with the more "moderate" Shia, liberated from the Palestinians by the Israelis only to be oppressed by them, before moving on to the awesomely extreme Hezbollah. Ironically, our understanding guide some of the way was an American colonel who spoke of his own ambivalent feelings of being bombed in Lebanon by American-built Israeli planes.

It was, however, perhaps not *The Sword of Islam's* sociological and political analysis which gave us an understanding of the emotion of religious violence so much as the film's brutally beautiful photography and almost perversely slick editing which made it both a ghastly record of, and a visual hymn to, violence. One haunting clip of bloodied faces and swords was hypnotically repeated until shown in full as part of a Shia religious festival.

Andrew Hislop

Colour and vigour to overcome all

Controversy may plague Paul Simon's world tour but, as Richard Williams reports from the Albert Hall, its success is beyond challenge

Roll over, Tom Hark, and tell Karl Denver the news! Inquisitive western pop audiences have long been partial to a quick fix of music from the source, and the phenomenon of Paul Simon's *Graceland* may last no longer than Denver's "Wimoweh" in the early Sixties or the brief vogue for the marathon concerts of Sunny Ade and Fela Kuti at the start of the present decade. In the context of today's popular music, though, Simon's decision to draw inspiration from the music and musicians of southern Africa represents considerable artistic courage, even more so since his insistence that the subsequent world tour should, as he told his London audience on Tuesday evening, be devoted to his new discoveries.

It was not, as things have turned out, a bad career move. In recent years, the sudden interest in reuniting Simon and Garfunkel following a couple of artistically ambitious but commercially sluggish solo albums seemed to indicate that the diminutive singer-songwriter had lost his grip on the constituency formed by "The Sound of Silence", "Mrs Robinson" and "Still Crazy After All These Years". The beset introverts of those days,

though, are now fully fledged young urban professionals, and *Graceland* turned out to be just the thing to fill the gap between Springsteen tours. With a single bound, Simon was once again looking at sales figures to match the massive totals of *Bridge Over Troubled Water*.

As he had shown in the Seventies with Jamaican reggae and American gospel, a bedrock of black music provides the firmest setting for his words and melodies. The Albert Hall's characteristics may have reduced some of the ensemble pieces from *Graceland* to a clarity some way below that of a compact disc, but the colour and vigour of the presentation overcame most defects — notably the occasional preciousness of Simon's lyrics, which can veer away from essential benediction into an imperious self-obsession.

"Diamonds on the Soles of Her Shoes", for example, has a lyric conveying something less in terms of real meaning to this listener than even a gem of proto-pop inarticulacy like "Louie Louie", but on this occasion — like the more lucid "Boy in the Bubble" — it was successfully fired by the dancing guitar weaves of Ray Phiri and John Selloane, the jiving townships saxophones of Barney Rachabane



Paul Simon: artistic courage in drawing inspiration from African music

and Mike Rose, the skipping bass guitar of Bakithi Kumalo and the versatile drums of Isaac Mshali.

Two South African exiles, the singer Miriam Makeba and the trumpeter Hugh Masekela, made guest appearances in a programme that hardly stood still for an instant of its 135 minutes. The regally groomed Miss Makeba, who has been denied re-entry to her

Natal, led — in a perfect echo of Simon's line about "lazers in the jungle" — by Joseph Shabalala wearing a radio microphone attached to a headset. Most of the time, of course, it is impossible for the average British listener to know whether they are praising the skill of a great hunter or complaining about the price of imported knitwear, but their rich sound stirred every soul in the hall.

Simon joined his voice to theirs for a sequence which moved from "Amazing Grace", their overlapping harmonies flickering behind his lead like shadows from an open fire, to the fervent invocation of "King of Kings". The dying fall of the closing "Amen... Alleluia" provided a moment to which applause seemed an inadequate response.

As the entire 25-strong cast massed for a finale that included something with the improbable description of "the African national anthem", Simon — a boyish figure in plain white shirt and black trousers — stood modestly by the drum dais, quietly beating a cowbell. Earlier, Miriam Makeba had pledged "We know that in the nearest future we will have the opportunity to invite Paul Simon to perform with us... in a free South Africa". You would have to be pretty stiff-necked, although not necessarily mad or bad — not to think of what he has accomplished as good work.

Animated by ironic rage

THEATRE

Fashion
The Other Place,
Stratford

genuine respect for his talent to produce a hard-selling Tory promo.

The play is based on the thumping cliché best expressed by Shaw as "every man over 30 is a scoundrel". What makes it interesting are the sub-divisions Mr Lucie presents within the shared drift to the Right.

Paul himself, a go-getting nonentity in the 1960s, has now risen to the top of fortune's wheel. But beware, he has in his employment a supercilious young polytechnic post-mod (Akim Mogaji) who may represent the next stage. Then there is Stuart, who swallows his bile, lays off the drink and embarks on a "grand closing-down sale" of his socialist ideals; along with Eric, a turncoat former Labour MP (Clive Russell) who now massages the Conser-

vative vote from his base in the Channel Islands. Also there is Paul's sex life — which is ambiguously divided between Stuart's wife (Estelle Kohler) and Dooley, a down-and-out rent-boy he picked up at the movies.

That does not complete the cast but it is enough to show how cluttered the office becomes. Remarkably Mr Lucie does succeed in showing the team purposefully getting on with their work in the midst of bad behaviour, alcoholic and sexual interruptions, and the sight of Dooley (David O'Hara) sounding off on social injustice in his new mo-hair suit.

The other main achievement of the play is to generate a sequence of biting political ironies from the collisions between yesterday's and today's men. A Conservative Whip turns up and congratulates Stuart on his working-class films of long ago; indeed, by backing one of them, he was able to buy his villa in Greece.

The Whip (David Howey) is grooming a female parliamentary candidate who

undergoes a test television interview. She responds with a confident string of nursery-school Thatcherisms: whereupon, just as the audience are expecting him to pat her on the back, he explodes in exasperation and wipes the floor with her. Both in terms of personal and political definition and sheer theatrical electricity, this is a superb moment.

Elsewhere the play suffers from overkill. Mr Lucie clearly wants to show that figures like Paul have a hunger for human affection but have condemned themselves to solitude. Affection, however, lies outside this author's dramatic vocabulary. His characters come to life only when animated by derision, irony, admonition and rage.

I admire Nick Hamm's company: particularly Brian Cox's sulphurous withdrawn protagonist, Alun Armstrong's dishevelled filmmaker and Linda Spurrier as the ghostly parliamentary aspirant. Even so, the issues they raise become drowned in the monotony of personal abuse.

Irving Wardle



Brian Cox's sulphurous Paul (right), with Alun Armstrong

Revelling Romanticism

There should be more concerts like this one. And indeed there are going to be, since it was the first of a series of three which the English Chamber Orchestra are giving under the label "The Dawn of Romanticism".

The pleasure was not simply in hearing embryonic romantic music, but in hearing pieces that, although first rate, might not have made it into the 20th century at all were it not for our insatiable curiosity about things past. Yet it is so much easier to appreciate the miracle of a real, enduring masterpiece when you know exactly what it has risen above.

Raymond Leppard began the programme by conducting

CONCERT

ECO/Leppard
Elizabeth Hall

something that reflected the lighter side of romantic fancy, the Overture to *Abu Hassan*, Weber's one-act singspiel of 1810-11. In this deftly orchestrated piece the composer shows a wonderfully mercurial touch, while he is not averse to giving us the odd sensational shock, as the horns' sudden entry on a chord that abruptly alters the work's harmonic orbit testified.

This kind of sorcery, brilliantly executed incidentally,

quickly gave way to another of more overtly heroic variety. Louis Spohr wrote 16 violin concertos; like Paganini he was quite a violinist himself. The Eighth, subtitled "in modo d'una scena cantante" and composed in 1816, demonstrates his eagerness to further the technical capabilities of the performer, although the work is by no means simply empty virtuosity.

The soloist, Lorraine McAslan, was always scrupulously attentive to tone-quality, whether in the slow, central aria, the coloratura-like opening recitative or the formidably challenging, purposeful finale. And, if he could not hit every note with absolute accuracy, she surely got as near as humanly possible.

Mendelssohn breathes his spirit of freedom in a rather different way, of course. Before the suitably impulsive, powerfully driven reading of his "Italian" Symphony which ended the concert, Felicity Lott sang the concert aria "Infelice", Op 94, commissioned by the Philharmonic Society in London at the same time, in 1832. This was another breathtakingly dramatic piece, and moreover it was given another stupendous performance, both well shaped and supremely athletic.

Stephen Pettitt

Spin of the Wheel Comedy

game show has distinct possibilities, although nothing is done with them that could not be predicted from the start.

Game show sagging in the ratings finds an appealing creature who starts to win. Ratings soar; then fickle audience turns against her but she keeps on winning. Specialist questions on silkworms and the Marquis de Sade fail to faze her. But love eventually finds a way.

Geoff Morrow is credited with music and lyrics and, while it is true that there are lyrics and undeniable that there is music, broken up into bits labelled "Life is a Citrus Tree" and "The Largest

Known Butterfly", none of these bits leaves a trace in the mind. Neither do they advance the action nor express character, except in so far as some are loaded with a beat and others are slow and dreamy.

There are monitor screens around the stage and there is glittering pink tinsel, but that is the extent of the visual treat. Maria Friedman is a blonde little thing with a pleasant singing voice and a sense of humour. The creepy resident star (Neil McCaul) has some humour, too, as well as a muscular agility in his waist and lumbar parts that enables him to sway simultaneously in three dimensions, suggesting intestinal distress. Lovers of musicals will not find much pleasure here. Nor lovers of game shows either.

Jeremy Kingston

Obsessions with possessions

Owners
Young Vic

saying, wanting her baby back after signing him away. But shut your eyes and, though you might miss the sense of one scene where someone steals a carry-cot, everything else going on is shown in words. Feelings are stated, often at the cost of looking felt, and scenes are long in dialogue that alternate swift cross-cut with detailed, uninterrupted speech.

In part these effects belong to the Class of '72, School of Pinter and Orton, though already Churchill's own strengths are showing. The property developer's henchman, an incompetent suicide in a bowler hat (played by the American Loudon Wainwright) tells his employer: "The times that are unbearable come closer together and last longer. What when they all join up?" Pinter's characters would not have felt able to say that, and Orton's would never have felt it.

Churchill's characters have a ferocious obsession to them, like joke birthday candles that will not let themselves go out. Lisa (Sally Edwards) grinds on about her baby, Clegg the butcher (Dudley Stevens) plots revenge on men eyed by his wife. Other characters puff cold air at their crazes, but up they pop again, as jurally bright as before.

After an opening in which Annie Castledine's direction felt eccentric and the actors uneasy, the play came together when Marion the developer, first of Churchill's ruthless women, given a performance of crisp timing and swag by Lucinda Curtis, meets her opposite, Alec (Mike Kenny), the man who desires nothing.

Clambering about a crazy set like a giant's troupe-board projected over a pyramid of white ladders, the cast manage not to fall off.

J.K.

Midsummer-nights dream

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Alliance pledges £2bn for schools

By John Clare
Education Correspondent

The Liberal/SDP Alliance promised yesterday to spend an extra £2 billion on education to make Britain the "best educated and best trained nation in the world".

Dr David Owen, the SDP leader, said the total, which was to be compared with the £13 billion that will be spent on education in this financial year, would be reached over five years.

The Alliance's promises include:

- doubling by the end of century the number of 18 and 19-year-olds in higher education;
- restoring the 20 per cent cut in student grants;
- abolishing fees, including those at the Open University, for all part-time higher education;
- increasing research funding;
- introducing an allowance to persuade 16 to 18-year-olds to stay in education;
- ensuring all primary schools are adequately equipped and maintained;
- guaranteeing at least a year of "pre-school educational experience" for every child.

Mr Paddy Ashdown, Alliance spokesman on education, said it was essential that spending should rise "towards the levels in comparable European countries". Only Greece and Portugal among the 24 countries of the Organization for Economic Cooperation and Development spent a smaller proportion of their gross domestic product on education.

Under the Conservatives, that proportion had fallen from 3.9 per cent to 3.6 per cent.

Mr Ashdown said the Alliance had always been in favour of a core curriculum, but not that proposed by Mr Kenneth Baker, Secretary of State for Education and Science, which he described as "highly suspicious" and a "cover to impose a centralised national syllabus".

He also condemned Mr Baker's proposed attainment targets for pupils at seven, 11 and 14 as a "crude market mechanism". The Alliance favoured setting "national targets for improved performance in examinations".

On grammar schools, Mr Ashdown said the Alliance was in favour of non-selective education but did not believe it was right to dictate to local education authorities "the pace at which they should move in that direction".

He said the Alliance's view of independent schools was "completely catholic". It did not believe in state monopolies and had "no ideological convictions" against private schools.

But it would remove such schools' charitable status so that they would receive tax concessions only on money "genuinely devoted to philanthropic purposes". The Alliance would also phase out the Government's assisted places scheme.

Funeral procession in Northern Ireland



A truncheon waves above the heads of the funeral procession as Mr Marley's coffin is carried to the cemetery.

Vicious scuffles as terrorist is buried

By Richard Ford

Thousands of mourners yesterday attended the postponed funeral of a Provisional IRA terrorist giving the republican movement its best propaganda coup since the hunger strike six years ago.

Two days of controversy over the huge police presence at the funeral of Mr Lawrence Marley, who was killed in a Provisional IRA attack on a British Army barracks in 1981, have ended in a display of sympathy and support from the wider nationalist community.

Last night Sir John Hermon, the Chief Constable of the Royal Ulster Constabulary, defended his policing policy but clearly recognised the political stake involved.

"The cost in terms of violence, alienation of the community, disruption to the police function in the wider community has been quite disastrous," Sir John said.

The Provisional IRA had wanted to hold a paramilitary display of strength in territory they considered their own. When police had used the tactic of standing back at funerals in the past, the republicans had breached the law.

Yesterday as the funeral finally began there were vicious scuffles between mourners and RUC officers in riot gear, who flanked the cortege, and the hundreds of people walking behind the coffin through the nationalist Ardoyne area of the city.

Leading figures in Provisional Sinn Féin, the political wing of the Provisional IRA, and two Roman Catholic priests intervened several times to appeal for calm as the coffin, draped

in an Irish tricolor was taken to Holy Cross Church.

Later thousands more people joined a procession through headline nationalistic areas of the city to Milltown cemetery off the Falls Road in west Belfast.

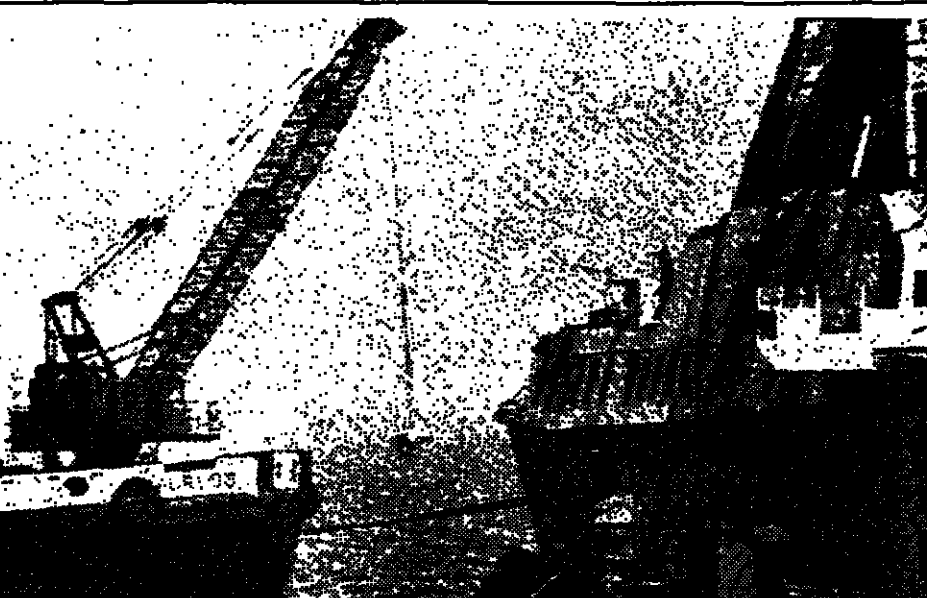
Mr Marley, a leading Provisional IRA terrorist and father of six, who was murdered by the Ulster Volunteer Force, was buried in the republican plot.

Women lining the Falls Road shouted abuse at the police in 23 Land-Rovers ahead of the cortege. "My God, look what it takes to bury a man," said one. Another said: "You deserve everything you are going to get." A further 34 RUC Land-Rovers were in the cemetery and dozens of officers stood within feet of the grave.

Mr Martin McGuinness, the vice president of Provisional Sinn Féin, in a funeral oration at the graveside, described the dead man as a "dedicated and committed republican soldier. As the British feared him in life, they feared him in death."

Mr McGuinness bitterly attacked Catholic hierarchy for its "contemptuous" silence, and the SDLP. He told mourners: "Kate Marley and her family beat the RUC in Belfast today."

The three-day siege at Magilligan prison, in County Londonderry, ended peacefully yesterday when 28 "loyalist" prisoners released a prison officer and a Roman Catholic prisoner they had been holding hostage.



A crane on a barge lifts one of the 123 bodies recovered so far from the upright ferry.

Divers face harrowing task

Continued from page 1

mother ship, the Belgian navy vessel, Corvette Godetia.

Some of the men were physically sick after what they had experienced. Others could not talk, particularly after recovering several children's bodies. "It really got to me when I carried an 11-year-old girl out. She was still cuddling her doll", Leading Diver Paddy Doonan, aged 32, said.

Commander Birken, aged 47, said: "The children affected us most of all. I think it's when you see the dolls and toys floating around in this sea of mud that sets you thinking. It certainly made me think about my four kids."

He added that his own worst moment came early yesterday when he found the bodies of a husband and wife, their arms around each other, in the area that was once the cafeteria. "It was obviously the last thing they did. I could feel nothing but sorrow."

The divers' leader said that nothing could have prepared his team for the total devastation they encountered when they boarded the ferry. All the bulkheads were destroyed and a mixture of debris, mud, oil and bodies was stacked against the port side.

Operating during the night with only hand torches and the limited light supplied by the team's own portable generators, the British and Belgian divers split into three groups for a systematic search. They did not actually do any diving. The lower car deck, in which the bodies of an unknown number of lorry drivers and crew members are trapped, is still under water but debris moving around in the swell made it too dangerous.

Most of the bodies were discovered on B and C Decks, the main passenger areas which once housed the bar, cafeteria and restaurant.

Commander Birken praised his men for their courage, stamina and professionalism. "There will be long-term scarring in the minds of all of us. It will live with us for ever."

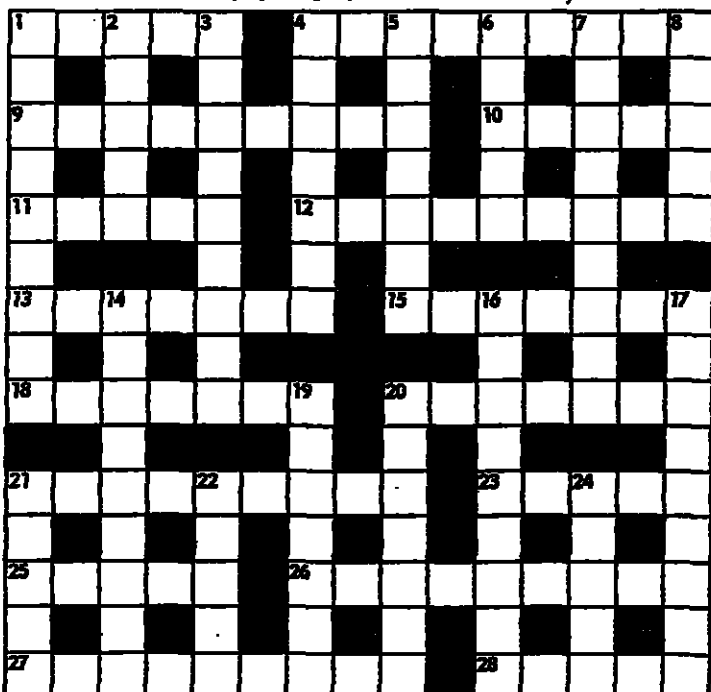
Plumb fury on R&D

From Our Correspondent Strasbourg

Sir Henry Plumb, the President of the European Parliament, yesterday bitterly criticized the British Government over its refusal to commit funds to European-wide research and development.

"I condemn the restrictive attitude of the UK Government," he said on the eve of a Cabinet meeting expected to discuss Britain's controversial refusal to contribute to a £5 billion EEC project to promote research programmes designed to make Europe competitive with the US and Japan in the 1990s.

The Times Crossword Puzzle No 17,326



- ACROSS
- Some fish or dessert for the host (5).
 - Old sailor turned turtle? (9).
 - Captain soldiers and gains the objective... (4,5).
 - ... but capital punishment for guardsman permitting access (9).
 - Cut-price base (5).
 - Provider of golden opportunity for English climber (9).
 - His is a sudden arrival - by jump-jet? (7).
 - Express in one of the railheads, perhaps (7).
 - Some say vehicle will impede progress (7).
 - Iron men or women? (7).
 - Negotiated fee for ref secures a bargain (4,5).
 - Playful doll's house maker (5).
 - Wasn't there a defence for the accused? (5).
 - Vehicles in time-sharing arrangement with expedition (9).
 - Reined Roman site yields household artefact (5,4).
 - Atlas, perhaps, for travel (5).

DOWN

- Oxford Street yard in which suits are pressed (4,5).

Concise Crossword, page 10

WEATHER

General situation: A depression over Scotland is moving north-east and a frontal trough will approach from the west later. Northern Britain will begin mostly cloudy with outbreaks of heavier rain with brighter spells later. Southern districts of Britain will have rather more sunshine than of late but even here there will be occasional showers, especially during the middle of the day. During the evening more general rain will spread into Northern Ireland and western areas of England and Wales. It will remain cold in the north but a little warmer in the south. Outlook for Friday and Saturday: Sunny periods, showers in the north.

ABROAD

MODAYS: c, cloud; f, fair; fog; r, rain; s, sun; sh, shower; t, thunder.					
Aleppo	121	70	Madrid	15	58
Algeria	121	70	Manila	22	72
Amman	121	70	Mexico	22	72
Baghdad	121	70	Montevideo	17	58
Bangkok	121	70	Moscow	17	58
Bombay	121	70	Nairobi	17	58
Buenos Aires	121	70	Paris	17	58
Calcutta	121	70	Rangoon	17	58
Cairo	121	70	Reykjavik	17	58
Canton	121	70	Rio de Janeiro	17	58
Cebu	121	70	Rome	17	58
Dacca	121	70	Sao Paulo	17	58
Dhaka	121	70	Seoul	17	58
Dubrovnik	121	70	Shanghai	17	58
Frankfurt	121	70	Singapore	17	58
Hong Kong	121	70	Sofia	17	58
London	121	70	Taipei	17	58
Lyons	121	70	Tokyo	17	58
Manila	121	70	Vienna	17	58
Medan	121	70	Warsaw	17	58
Mumbai	121	70	Washington	17	58
Nairobi	121	70	Zurich	17	58

* denotes Tuesday's figures are latest available

AROUND BRITAIN

Sea Rain	Max	Min	Wind	Cloud	Temp
Scarbrough	1.4	20	11	52	bright
Scarborough	1.4	20	11	52	bright
Scarborough	1.4	20	11	52	bright
Scarborough	1.4	20	11	52	bright
Scarborough	1.4	20	11	52	bright
Scarborough	1.4	20	11	52	bright
Scarborough	1.4	20	11	52	bright
Scarborough	1.4	20	11	52	bright
Scarborough	1.4	20	11	52	bright
Scarborough	1.4	20	11	52	bright

HIGH TIDES

TODAY	AM	PM	HT	LT
London Bridge	11:30	11:35	11.55	11.55
London Bridge	11:30	11:35	11.55	11.55
London Bridge	11:30	11:35	11.55	11.55
London Bridge	11:30	11:35	11.55	11.55
London Bridge	11:30	11:35	11.55	11.55
London Bridge	11:30	11:35	11.55	11.55
London Bridge	11:30	11:35	11.55	11.55
London Bridge	11:30	11:35	11.55	11.55
London Bridge	11:30	11:35	11.55	11.55
London Bridge	11:30	11:35	11.55	11.55

THE POUND

Bank	Bank	Bank	Bank	Bank	Bank
Australia	2.27	2.27	2.27	2.27	2.27
Australia	2.27	2.27	2.27	2.27	2.27
Australia	2.27	2.27	2.27	2.27	2.27
Australia	2.27	2.27	2.27	2.27	2.27
Australia	2.27	2.27	2.27	2.27	2.27
Australia	2.27	2.27	2.27	2.27	2.27
Australia	2.27	2.27	2.27	2.27	2.27
Australia	2.27	2.27	2.27	2.27	2.27
Australia	2.27	2.27	2.27	2.27	2.27
Australia	2.27	2.27	2.27	2.27	2.27

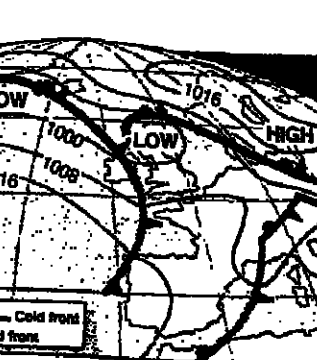
YESTERDAY

Temp	Temp	Temp	Temp	Temp	Temp
Belfast	11	52	Glasgow	11	52
Belfast	11	52	Glasgow	11	52
Belfast	11	52	Glasgow	11	52
Belfast	11	52	Glasgow	11	52
Belfast	11	52	Glasgow	11	52
Belfast	11	52	Glasgow	11	52
Belfast	11	52	Glasgow	11	52
Belfast	11	52	Glasgow	11	52
Belfast	11	52	Glasgow	11	52
Belfast	11	52	Glasgow	11	52

MANCHESTER

Temp	Temp	Temp	Temp	Temp	Temp
Belfast	11	52	Glasgow	11	52
Belfast	11	52	Glasgow	11	52
Belfast	11	52	Glasgow	11	52
Belfast	11	52	Glasgow	11	52
Belfast	11	52	Glasgow	11	52
Belfast	11	52	Glasgow	11	52
Belfast	11	52	Glasgow	11	52
Belfast	11	52	Glasgow	11	52
Belfast	11	52	Glasgow	11	52
Belfast	11	52	Glasgow	11	52

NOON TODAY



Executive Editor
Kenneth Fleet

STOCK MARKET

FT 30 Share

1558.6 (-5.9)

FT-SE 100

1976.7 (-10.3)

Bargains

37453 (39749)

USM (Datastream)

164.10 (-0.76)

THE POUND

US dollar

1.6125 (-0.0060)

W German mark

2.9638 (+0.0125)

Trade-weighted

72.4 (+0.1)

Fletcher
King buys
retail firm

Fletcher King, the commercial estate agent, has made its first acquisition since its stock market flotation last November.

The group, which was the second firm of its type to be listed, is paying a maximum of £2.8 million in shares for Peter Hunter & Co, the London property agent specializing in the retail sector.

The retail department of the combined group will trade under the name of Fletcher King Hunter.

Between 1981 and 1986, Hunter's profit rose from £88,000 to £166,000. The consideration has been based on the assumption of profits of £293,000 in the year to April.

Hall's quest

Matthew Hall Group, the international engineering designer and contractor, says it is looking for acquisitions in the US. Pretax profit for the year ended December rose from £16.1 million to £18 million on turnover of £503.5 million (£432.7 million). The final dividend rises from 3p to 3.5p, making 5.25p (4.5p) for the year.

£4m placing

Cussons Property Group, the commercial and residential builder, is planning to raise £4 million through a conditional placing arranged by Capel-Cure Myers, the stockbroker. Cussons' 1986 profits are up 4 per cent to £2.4 million and dividends 10 per cent higher at 6.6p a share.

SUMMARY

STOCK MARKETS

New York	Dow Jones	2373.58 (+12.64)
Tokyo	Nikkei Dow	22912.99 (+128.34)
Hong Kong	Hang Seng	2729.55 (+64.85)
Australia	ASX 100	292.8 (+0.5)
Sydney	ASX 200	1753.3 (+1.3)
Frankfurt	Commerzbank	1846.2 (-9.5)
Brussels	General	4533.35 (+21.63)
Paris	CAC	4487 (-3.7)
Zurich	SKA Gen	542.40 (-1.7)
London	FT 100	1976.7 (-10.3)
FT 30		1558.6 (-5.9)
Recent issues		Page 22
Closing prices		Page 25

INTEREST RATES

London Bank Base	10%
3-month interbank	9 1/8%
3-month eligible bills	9 1/8%
buying rate	
US Prime Rate	7 1/4%
Federal Funds	9 1/8%
3-month Treasury Bill	5.50-5.49%
30-year bonds	9 1/8-9 1/2%

CURRENCIES

London	New York
£/\$	\$1.6125
£/DM	DM1.8390
£/Sfr	Sfr1.3300
£/FF	FF16.1185
£/Yen	Yen146.55
£/Indonesian	Indonesian2.2
£/ECU	ECU 10.70142
SDR	SDR 12.78267

MAIN PRICE CHANGES

RISERs	
Asahi Inds	215p (+15p)
Brit. Dredging	130p (+10p)
Ashley Inds	85p (+15p)
Perry Group	231p (+13p)
Unilever	475p (+50p)
Walmourgs	420p (+25p)
Bowater	495p (+27p)
Wardle Stores	455p (+22p)
Entel	475p (+50p)
Miner Holdings	283p (+20p)
Johnson Jorgensen	201p (+31p)
Norank Systetans	265p (+7p)
Consolidated Gold	943p (+22p)
Regalian Prop.	219p (+13p)

FALLS	
Beecham	509p (-14p)
Redland	380p (-13p)
Wellcom	380p (-18p)
AB Ports	470p (-13p)
Simon Engineering	348p (-7p)
Date Electric	91p (-6p)

GOLD

London Fixing	
AM \$423.20 pm \$420.50	
close \$420.25-420.75 (2280.50-261.00)	
New York	
Comex \$421.00-422.50	

NORTH SEA OIL

Brent (May) 1 pm \$17.85bbl (\$18.18)	
- Denotes latest trading price	

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Rolls-Royce to
raise £1.5bn
Minimum application
will be for 400 shares

By Edward Townsend, Industrial Correspondent

Rolls-Royce, Britain's once-bankrupt but now highly profitable aero engine company, is to be privatized on May 7 but nobody will be allowed to apply for fewer than 400 shares.

Details of the sale, expected to raise up to £1.5 billion, were announced in London yesterday by Mr Paul Channon, Secretary of State for Trade and Industry, and it is clear that the Government is not aiming the shares at the Sids of British Gas fame.

While a strong television advertising campaign is planned, the Government is expecting "a significant proportion" of the shares to be placed with institutional investors with the balance offered to individuals and Rolls-Royce workers and pensioners.

Apart from incentives offered to Rolls-Royce staff, there is to be no "loyalty bonus" to encourage private shareholdings and although about 250,000 people have made inquiries at the Rolls-Royce share information office, the relatively high minimum investment is expected to deter many potential small shareholders.

The share price will be announced on impact day.

April 28, and is expected to be pitched at nearly £2, payable in two instalments with the second due on September 23. If there is strong public demand, then a proportion of the institutional placing will be clawed back and offered to individuals. Dealing in Rolls-Royce shares will begin on May 19.

The pathfinder prospectus for the company, which was rescued by the Government in 1971, shows its existing borrowings of £283 million will be covered by a fresh equity injection by the Government and that it will hold a special share to ensure that Rolls-Royce does not fall into foreign hands.

The exact number of shares to be sold will not be disclosed until April 28 but the Government's existing 635 million shares will be increased to about 800 million by the new equity.

Foreign-held shares or those held by an individual will not be allowed to exceed 15 per cent and the chairman, managing director, joint managing director and three quarters of the board will have to be British citizens.

Mr Channon said the sale was a further milestone in the privatization programme.

"Rolls-Royce is a symbol of excellence and more than that, a symbol of British excellence. The name has a unique place in the British manufacturing tradition," he said.

The Government would maintain its important and direct relationship with Rolls-Royce. "The Ministry of Defence will remain a major customer. Both the MoD and my department will maintain a keen interest in the company's research and development programme."

Sir Francis Tombs, the chairman, emphasized that none of the company's debts was being written off by the Government and had not been since 1971. Borrowings were funded by additional shares which would leave the company with a strong balance sheet.

The company, which crashed over the large cost of developing the RB-211 engine, was no longer a one-product company, he said, and was very different from that of 1971. It now had a wide technology base and a profit-motivated management.

Pre-tax profits for the last year were a record £120 million and, with outstanding orders worth £3.1 billion, the prospects for 1987 were encouraging.

Lonrho loses appeal against
House of Fraser ruling

By Our City Staff

Lonrho's attempt to prevent House of Fraser from repaying its preferred share capital, and thus completing its conversion into a private company, failed in the House of Lords yesterday. Costs were awarded against Lonrho, whose chief executive is Mr Roland "Tiny" Rowland.

The five Law Lords (Lord Keith of Kinkell, Lord Fraser of Tullybelton, Lord Brandon of Oakbrook, Lord Griffiths and Lord Ackner) unanimously dismissed Lonrho's appeal from the decision of the Scottish Court of Session which had held that Lonrho's objections to the repayment were "not well-founded".

Their Lordships, having heard Lonrho's counsel, Mr John Beveridge QC, felt no need to call on House of Fraser's counsel, Mr David Hope QC, for counter-arguments.

According to Mr Paul Spicer, a Lonrho director, Lonrho's objective had been "to keep the company in view as long as possible." The repayment of preferred shares, including those held by Lonrho, was originally scheduled for last July.

Mr Mohamed Al-Fayed, head of the Fraser-Harrods group, said yesterday: "We have been advised all along that this was a case entirely without merit. It was bought solely as an attempt to harass us because Mr Rowland cannot reconcile himself to the fact that he personally delivered House of Fraser to us in 1985."

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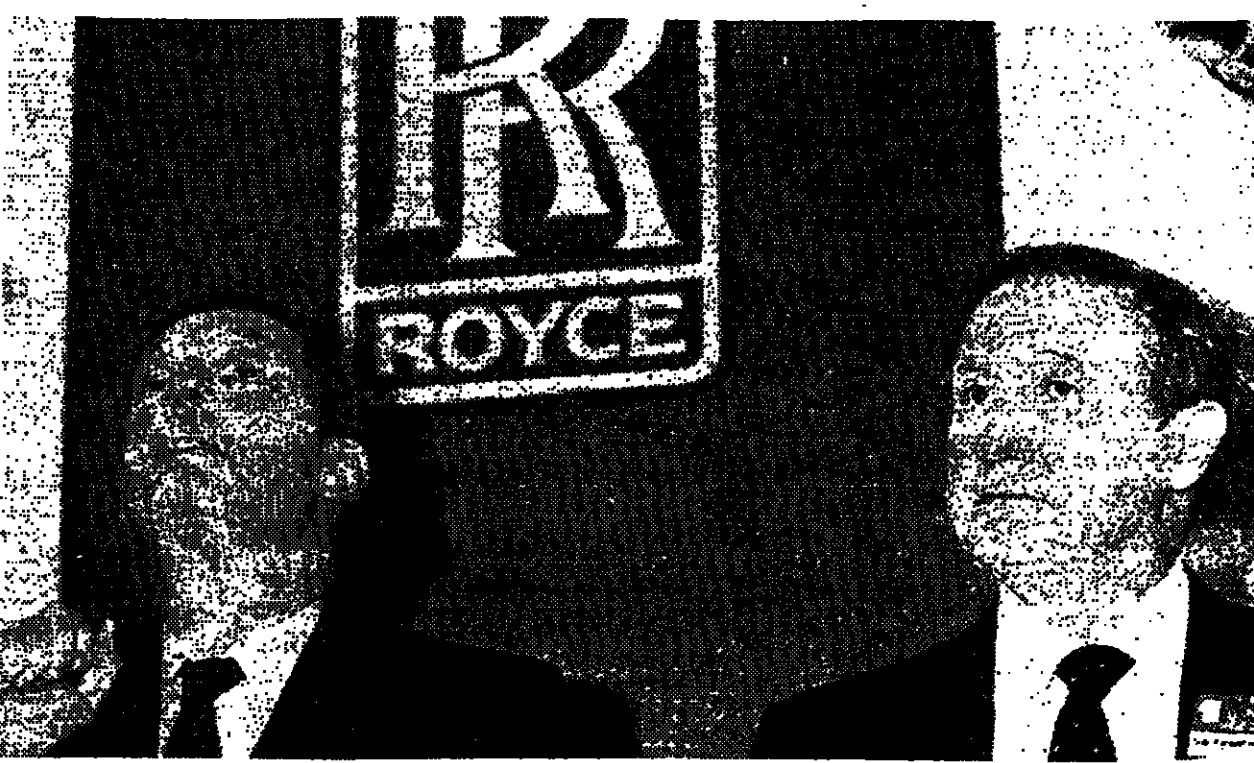
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Not exactly looking to Sid for £1.5 billion: Paul Channon (left) and Sir Francis at the privatization launch yesterday

Howard
hints at
banking
sanctions

From David Watts, Tokyo

The way was open for banking sanctions against Japan last night after Mr Michael Howard, Minister for Corporate and Consumer Affairs, left Tokyo with little prospect of more British firms joining the Tokyo stock exchange in the medium term.

Britain is seeking permission for three more firms to take the £5 million seats on the exchange and Mr Howard gave a proposed timetable for their admission to Mr Michio Takeuchi, chairman of the board of the exchange, at a meeting yesterday.

He told Mr Takeuchi that he wanted a favourable response to his programme by the time financial officials of the two countries meet again in May or June.

Mr Takeuchi told him that the exchange's original proposal had been to bring in new members in the autumn of next year. He did not say how many local and how many foreign companies would be admitted. A new exchange building would be opened next May so "next May is the earliest possible date for opening our membership."

At a press conference after the meeting, Mr Howard declined to give any details of the timetable but said: "I told them quite frankly that people in my country were accustomed to the ingenuity, enterprise and resourcefulness of the Japanese government and the Japanese people when it comes to exporting Japanese goods and services to my country and we find difficulty in understanding why similar ingenuity and resourcefulness doesn't always seem to be applied to solving difficulties which lie in the way of my country's firms when they want access to Japanese markets."

Mr Howard said the timetable he had submitted was reasonable and the Government wanted to see a positive response to it followed by its implementation. If it was not then the British Government would utilize its powers under the Financial Services Act to withdraw the licences of Japanese banks in London and prohibit the granting of further licences.

Cable and Wireless's chances of winning approval of its entry into Japan's international telecommunications market remains less clear.

A report in the Japanese Press yesterday indicated that the Ministry of Post and Telecommunications had now swung round in favour of the installation of a new trans-Pacific pipeline and was in favour of a feasibility study. A spokesman for International Digital Communications, of which C&W is a part, said it was a positive sign.

Details known today for recouping £135m

Lloyd's to unveil terms
for ending PCW affair

By Joe Joseph

Lloyd's is today expected to unveil the terms under which it will try to rid itself of the long-running headache of the PCW affair, but the names who invested in former PCW syndicates fear that the saga may be far from over.

The affair has dogged the insurance market ever since it was discovered that the founders of the PCW underwriting agency, Mr Peter Cameron-Webb and Mr Peter Dixon, had misappropriated £39 million of names' money.

Lloyd's is now believed to be thinking of passing the hat around Lime Street to recoup the £135 million or so needed to meet the losses arising from the PCW affair. This sum takes into account assets belonging to the former PCW syndicates and investment income that can be earned before claims are paid.

Speculation in the market suggests that part of this £135 million would be put down to

big Lloyd's brokers like Minet, which owned the PCW underwriting agency and Alexander Howden, through whose companies the money was diverted overseas.

The Lloyd's market and some underwriting agents would also be expected to pay their share.

But PCW names have calculated that under such a plan they might be called upon to chip in around £35 million, the bulk of which would fall upon the 450 or so hardest-hit members of the non-marine syndicates.

Some of these names fear they could face a bill of up to £190,000, with a handful even facing demands for more than £250,000.

It is understood that most names would be willing to make a nominal contribution to end the matter. But if, as many of them suspect, the offer involves asking some of them to contribute more than

£20,000 or £30,000, then a significant number will slap down Lloyd's scheme as unsatisfactory.

If a significant minority of those names refuse to pay, Lloyd's could then be forced to sue them for their share of the alleged losses.

Equally the names have already weighed the possibility of taking their case to the courts in both Britain and America.

The milking of the PCW syndicates lasted from 1968 to 1982 when the scandal broke on the insurance market and the two founders fled the country.

Lloyd's and its chairman, Mr Peter Miller, worried that aggrieved names might seek redress by way of a long and messy court case, have been struggling to piece together a market-wide solution to the problem.

On the Stock Exchange, Minet's shares rose strongly,

Bowater surges to a record

By Ray Heath

The improvement in profits of the Bowater packaging and builders' merchant group, following its reconstruction, surprised the stock market yesterday and sent the company's shares shooting up 45p to an all-time high of 513p.

In the year to end-December, the company outpaced brokers' forecasts with a 48 per cent jump in pretax profits, which were up from £32.4 million to £48 million, on turnover which rose just four per cent to £1,340 billion, following last year's sales of its papermaking and UK tissue interests.

While packaging remained the company's main profit

earner - making £23.2 million against last year's £14.2 million - the company's builders' merchanting division showed the strongest growth, with almost-doubled profits of £18.4 million compared to £9.6 million in the previous year.

Profits from Bowater's discontinued operations were nearly static at £14.8 million against £13.4 million, and for the second year running the company took a £5 million holiday from pension fund contributions.

The divestment of Bowater's paper and tissue business brought a gross £98 million into the company, and

also removed £52 million of borrowings, but while the company's gearing has been sharply reduced from 42 per cent to 15 per cent, the benefits were felt only towards the end of the year, so interest charges rose from £12.7 million to £15.4 million.

As part of its programme of strengthening the board, now led by Mr Norman Ireland, the company yesterday announced that Mr David Lyon, managing director of the Redland building group, has been appointed chief executive.

A final dividend of 6p per share makes a total of 10p, compared to last year's 9.25p.

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and downs.

Wouldn't it be marvellous if you could choose how much you pay each month in mortgage repayment? It is possible. John Charcol's new flexible mortgage is quite unique.

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You may opt for a floating rate and then change your mortgage to a fixed rate at a month's notice. More interesting, you may opt to defer up to 30% of the payments whenever you wish.

This means you can choose to pay less if the interest rate rises. Or if your other commitments rise.

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It is available to purchase properties up to 100% of their value, although sums up to 70% can be borrowed without a status enquiry.

In short, if your income is flexible, if your outgoings are flexible

Saunders secretly agreed to be paid £3m, Guinness says

Guinness alleged yesterday that Mr Ernest Saunders, the former chairman and chief executive, had "secretly" agreed with another director that he should be paid £3 million.

Mr Shaun Dowling, an executive director of Guinness, made the allegation in a statement, on behalf of the company, in the first day of a hearing before Lord Justice Browne-Wilkinson, Vice-Chancellor of the Chancery Division.

The judge is being asked by Mr Saunders and Mr Thomas Ward, a fellow director, not to continue "asset-freezing" orders obtained by Guinness on March 18 which temporarily froze property or assets owned by them up to £5.2 million, the amount paid from Guinness funds into a Jersey bank last May in connection with the company's takeover of the Distillers Company.

Further orders required Mr Saunders and Mr Ward to disclose the "present whereabouts" of the £5.2 million, to repatriate that sum, or any part of it, and hand it to Guinness lawyers. The end of the hearing has been set for compliance with these orders.

Mr David Oliver, QC, for Guinness, told the judge that the £5.2 million was paid to a Jersey company, Marketing and Acquisition Consultants (MAC), at Mr Ward's request. The payment was made in respect of advice in relation to strategy and execution in respect of the successful acquisition of Distillers, he said.

The payment was approved by Mr Oliver Roux, a Guinness director with responsibility for financial affairs, on the authority of Mr Saunders and with the knowledge of, and at the instigation of, Mr Ward.

Information on the money after payment on May 23 was incomplete, Mr Oliver said. In July, Mr Ward caused £3 million to go into a bank account held by Mr Saunders in Switzerland, where it stayed until November when Mr Saunders caused it to be

transferred to another Swiss account.

In December, Department of Trade and Industry inspectors were appointed to investigate payments of £25 million made by Guinness.

Mr Oliver read out a sworn statement by Mr Shaun Dowling, an executive director of Guinness, on behalf of the company.

Mr Dowling said he had become apparent to Price Waterhouse, the company's auditors, that a number of substantial payments — about £20 million — had been made by Guinness which called for investigation.

The largest payment was the £5.2 million paid out to MAC in May with an invoice approved by Mr Roux.

Mr Dowling said Guinness believed Mr Saunders came into possession of £3 million with Mr Ward's knowledge. "Guinness suspects that Mr Saunders and Mr Ward were at all times agreed that £3 million of the £5.2 million should be paid to Mr Saunders," he stated.

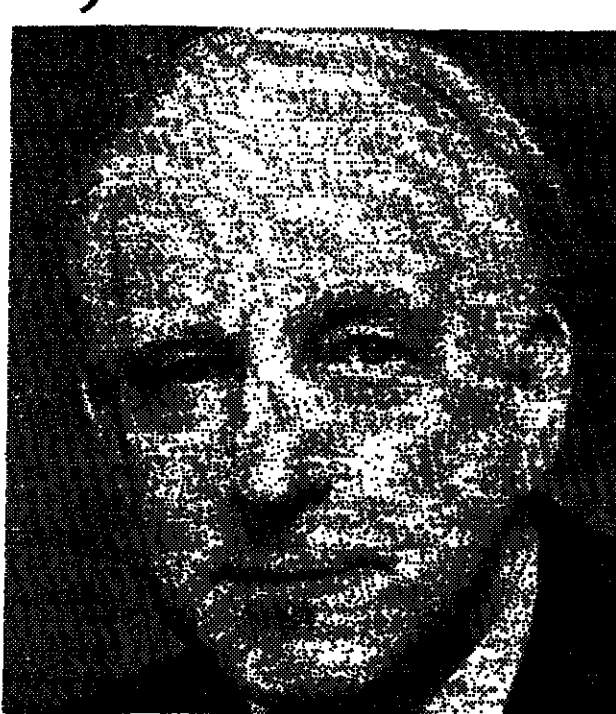
Mr Dowling said that, while he appreciated that this was a grave allegation to make against Mr Saunders, the former chairman's explanation in respect of his receipt of the money was "so unconvincing" that the company was driven to entertain the suspicion.

Mr Philip Heslop, QC, for Mr Saunders, read out a sworn statement by Mr Saunders, who described himself as "a marketing man".

He stated: "I'm not a man versed in financial and City matters and therefore recruited a well-versed and proven team under Oliver Roux to deal with the financial side."

When he joined Guinness as managing director in 1981, he said, it became clear to him that there was no management of any calibre and no reliable data on which to base decisions.

Mr Saunders said he brought in management ex-



Ernest Saunders: 'not versed in financial and City matters'

perience, including Mr Roux as financial controller from Bain & Company UK, the American-controlled management consultancy.

Mr Roux, an "outstanding financial analyst," was the source of the "unsubstantiated allegations" on which Mr Dowling's statement relied. Mr Saunders said he was happy to entrust the financial side of Guinness affairs to Mr Roux and his team. As chief executive, he would not expect to be involved in the payment of invoices by Guinness. Nor would he have expected to see invoices rendered to Guinness.

He had not seen the £5.2 million MAC invoice. Mr Roux's influence and authority peaked at the time of the Distillers bid, said Mr Saunders, and it was untrue and misleading to say Mr Roux was just his assistant.

Mr Roux had wide discretion to take decisions over financial matters. Having embarked on the Distillers bid, said Mr Saunders, he played his part with all the energy and enthu-

achievement of the Distillers takeover.

He said the fee paid to Mr Ward was "amply justified." Mr Ward's services were invaluable and he knew it. The Guinness Board would have paid any fee he had asked.

Mr Dowling had underestimated Mr Ward's role "quite unfairly," stated Mr Saunders.

"I did not intend or expect that proper procedures — financial or legal — should be bypassed. I am unable to explain why a payment was made without — as appears to be the case — being approved," he said.

There is no advantage in making a payment of that kind without obtaining appropriate approval in that manner."

At the beginning of his statement, Mr Saunders strongly denied the allegations of fraud and breach of trust which had been made against him and which had attracted "continuous, ill-informed and damaging publicity."

He submitted that the temporary legal measures obtained against him by Guinness would never have been granted if Guinness had given the "true history" of the matter.

He was determined to discharge his obligations to Guinness and its shareholders whatever obstacles were put in his path and whatever "tactics" were resorted to.

The Guinness staff had been warned not to speak to him, in any circumstances, and although he remained a director he was not given notice of Board Meetings or access to them and not given access to company documents.

He had co-operated fully and candidly with the DTI inspectors, he said.

Before the litigation began, he added, Guinness had been informed that the £5.2 million was in America under the control of Mr Ward, so it was unnecessary to freeze his assets.

The hearing continues today.

Rolls-Royce restored and regenerated

Unlike some of the Government's previous privatization issues, the fundamentals at Rolls-Royce look attractive. Not only is the direction and style of the business vastly different from the company rescued by the Heath Government in 1971, the quality of the earnings is much improved. The one legacy of the aero-engine group's past misfortunes is £675 million of tax losses, which can be usefully offset against future profits.

Rolls-Royce now has a comprehensive product-range, serving a wide variety of customers and markets. Exports accounted for 70 per cent of the business last year. Even more significant, in the light of the descent towards bankruptcy in 1971, Rolls-Royce management has developed a more sophisticated approach to the risks inherent in a high-technology business competing in a world market. The cyclical nature of the aero-engine business is reduced by the fact that spares make up a third of group sales and they carry a higher margin.

Moreover, military spending — about 40 per cent of sales — is expected to be steady for at least the next few years, while demand from the civil sector — again about 40 per cent of turnover — is strong. It is Rolls-Royce's aim to have a competitive engine in all major areas of the market.

Cost savings have been an important part of the group's recovery, both in the manufacturing process and in the management of inventories. The

Government's contribution to r & d will be lower over the next few years. The company, which writes off r & d expenditure against profits in the year in which it occurs, will probably find that spending under this critical head will become an increasing, though necessary, burden. It has to keep the technological edge it has established with products such as the wide-cord fan-blade if it needs to develop a new generation of engines for the 1990s. Forecasts which overlook the r & d factor are too ambitious.

Despite the now-familiar advertising campaign ahead of the issue, Rolls-Royce is not aiming at the amateur investor. A substantial proportion of the shares will be placed with institutions, although, if public demand is overwhelming, some of the institutional allotment will be clawed back.

Taking the £148 million *pro-forma* profit for 1986, it is hard to see Rolls-Royce making less than £155 million this year, a figure rising more strongly to about £175 million the year after. On this basis, the likely, fully-paid price of between 150p and 160p, which would bring into the Exchequer's coffers between £1.2 billion and £1.3 billion, puts the shares on a price-earnings ratio of under 10 times. Comparable companies command ratings of nearer 12 times' earnings, so there is plenty of room for appreciation — a good reason why the public should not be too easily put off.

Revenue scents blood

The banks are not giving up without a fight. In the Budget, Nigel Lawson announced a tightening up of the tax treatment of a large chunk of overseas lending by banks in London. The banks kicked up an immediate fuss and last week the British Bankers Association met officials of the Inland Revenue.

Apart from their natural reluctance to accept any new tax burden, the banks needed to know more about the proposal. What the new provisions do is stop them charging tax credits on overseas loan interest against their whole profits. Instead credits would be charged only against the profit on individual loans. Banks would be given twelve months to adapt to the new arrangements. This is nowhere near enough time, say the banks, in which to renegotiate the terms of many loans which depend on the existing tax structure to be at all profitable. The Inland Revenue was unimpressed. In exasperation the BBA is hoping to meet Ian Stewart, Economic Secretary to the Treasury, tomorrow to press its case. It will be asking for the Budget proposals to be withdrawn. In private, they do not expect to get much more than a longer lead-in time for the measures.

Details in yesterday's Finance Bill

suggest that there is room for compromise over the calculation of profit on a loan. When an exact profit is difficult to calculate a "just and reasonable" estimate can be made of the financing costs. The Revenue could choose to be lenient on this. Otherwise, the areas for real negotiation seem distinctly constricted.

The matter is significant for bank profits. Nearly £190 billion in overseas loans was outstanding at the end of last year. Loss of the tax relief would make many loans unprofitable and reduce the supply of new lending.

The Government needs to tread a delicate path to preserve existing business in the City. While British clearing banks would be deeply affected by the tax move, American banks in London would also suffer. The British may loyally change their lending procedures (or they may not) but the Americans could easily choose to continue their tax deductible lending from some other financial centre.

At the same time, Lloyd's of London is also lobbying the Revenue, and is preparing to rally its numerous sympathizers in Parliament. It is afraid that the proposal to tax premiums on reinsurance to close will prove to be a bigger burden than anyone expects.

Norcross hits back at Williams bid

By Cliff Feltham

Norcross, the besieged mini-conglomerate, yesterday launched a fierce attack against the unwanted £550 million takeover bid from the much smaller Williams Holdings.

Norcross estimated that its profits before tax for the year just ended were 17 per cent up at £53 million, and earnings per share 31 per cent higher at 28p.

The dividend for the year was put at 12p, a rise of 29 per cent.

The chairman, Mr Ken Roberts, in a hard-hitting defence, said that the Williams bid was not only inadequate but that it also failed to understand the Norcross business.

He said: "The Williams strategy appears to revolve around the acquisition of companies where short-term and unrepeatable benefits can easily be obtained by rationalization, disposal, and cost-cutting."

He said this would not work at Norcross, which takes in the

UBM builders' merchants chain, Critical windows, wall tiles, and print and packaging operations.

"Williams has been put together so quickly, and in such a haphazard fashion, that one must question the ability of the management to run even the Williams group as it stands today — could it possibly manage a group of the size and complexity of Norcross?" he said.

Norcross also claims that the cash offer from Williams values it at a "derisory price," earnings multiple of 14.3, compared with the price/earnings multiple of 19.1 for the FT-Other Industrial Materials sector in which Norcross is classified.

Mr Roberts also turned his attack on the Williams share price, which he claims has not performed as well as Norcross or the rest of the stock market. In the market, Norcross shares fell 6p to 494p and Williams eased 10p to 802p. This values the terms of Williams's share offer at 465p.

Epwin to raise cash via USM

By Michael Tate

Britons are spending £1.25 billion a year on replacement windows, and nearly 40 per cent of that goes on maintenance-free uPVC windows. About 10 per cent of them are produced by the Paignton-based Epwin Group, which was founded 11 years ago by Mr Jim Rawson, formerly a technician with Decca.

Now the Devon group is being floated on the USM.

Epwin buys 75 per cent of its window parts from West Germany, and wants £2.2 million to help pay for its own £7 million plant at Telford.

At the same time, Mr Rawson is selling 652,000 of his own shares, trimming his holding from 57 per cent to 45.8 per cent, for £1 million. His co-directors are selling some shares, too. Altogether 3.15 million shares are being placed at 155p each, valuing Epwin at £21.9 million.

The company made profits of £1.83 million in 1986 on a turnover of £23.9 million.

Pineapple back in black after buy

By Jo Joseph

Pineapple Group, the diversified dance studio and marketing company headed by Ms Debbie Moore, has stepped back into the black thanks largely to its £7.4 million acquisition of the promotional products company Premium Pen, which makes giveaway pens and calculators stamped with clients' logos.

Pineapple, whose fortunes waned when keep-fit fancies lost interest in aerobics, yesterday reported pretax profits for the half year ended January 31 of £277,000. But comparisons with previous figures are made meaningless by February's acquisition.

A year ago, Pineapple announced half-year losses of £68,000. Had Premium been part of the group during that half-year, profits would have been £179,000.

Once again there is no dividend. Shareholders last had a payout in July 1985.

The purchase of Premium Pen followed Pineapple's £3 million acquisition of Golden

Key Promotions and underlined the group's strategy of diversifying away from dance studios into service-based industries.

Pineapple said half-year profits from the original dance operations were hit by changes in VAT rules.

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Why you didn't turn £500 into £94,474 in less than four years!

Let's imagine that in the Autumn of 1982 you took out a free trial subscription to our weekly newsletter, STOCKMARKET CONFIDENTIAL. You invested £500 and three years later last year you had made a colossal profit of £94,474. Impossible? Assuming that you bought and sold at the mid price, it was possible — here's how you did it.

£95,938. Over the next 10 months your record looked like this:

Share Bought	Date Bought	Date Sold	Bought at	Sold at	Capital after sale
Overseas Direct	4/9/85	6/1/85	400p	520p	£48,000
Southend Stadium	13/1/85	11/2/85	77p	94p	£53,112
Comet	11/2/85	18/2/85	167p	217p	£65,775
Wills & Potters	26/2/85	19/3/85	280p	470p	£78,551
Star Plus Group	2/4/85	19/4/85	270p	340p	£94,474

*An allowance of 4% has been made for dealing costs.

And that's how you could have — in the space of less than four years — turned £500 into an amazing £94,474! There would have been some tax to pay but with a capital gain of that size it's almost a pleasure to pay the Inland Revenue.

The story is imaginary but the investment facts are true. All the buy/sell recommendations 'you' followed appeared on the dates shown in 'STOCKMARKET CONFIDENTIAL'. And you might have done even better — we've left out some of our best recommendations: Albion (up 315%), JSD Computers (447%).

THE SECRET OF OUR SUCCESS...

...is knowing the right time to sell and take profits. True, some of our shares continue to rise after we sell — normally at a much lower rate than before. Others drop back in price dramatically. ... Samuelson Group for instance has dropped from the 755p we sold them at down to as low as 148p.

The only way to make money on the stock market is to have reliable advice and the ability to move fast, before the word gets around and prices rocket.

In Stockmarket Confidential we make buying and selling recommendations, offer sound investment analysis and, most important of all, suggest one or more "Hot Tips" for the week.

FOLLOWING THE EXPERT'S EXPERT

In November 1982 you accepted a free trial subscription to STOCKMARKET CONFIDENTIAL. After monitoring the success of our tips for the first few weeks you were so confident enough to take the plunge. You invested £500 in a penny share, Samuelson, tipped in our issue of December 22. A few weeks later the shares had gone up from 12p to 52p and we advised you to sell. You found yourself with a tidy profit of £2,068.

Being prudent you waited a month or so before having a second go. You then followed another of our penny share tips, Dollands Photographic, and invested the whole of the £2,068. Ten weeks later the shares had gone from 78p to 155p. You sold on 13/3/84, and your original £500 had risen to £2,924.

Faithfully following our buy/sell recommendations you then saw your capital quickly multiply:

Share Bought	Date Bought	Date Sold	Bought at	Sold at	Capital after sale
Technic	3/8/83	5/1/84	41p	71p	£5,080
Samuelson Trust	18/1/83	18/1/84	20p	35p	£5,343
Samuelson Group	14/1/84	23/1/85	400p	700p	£12,367

*An allowance of 4% has been made for dealing costs.

After this major success you decided not to put all your eggs in one basket. So you spent £12,607 buying Lancia at 17 1/2p, keeping back £760 to take a small plunge with WSL (another profitable prospect), buying 2000 shares at 38p. But whoops! Seeing the share drop to 37p after a month's feeling of panic made you sell — losing you £54. If you had waited a few more weeks you would have taken a profit of £290. Then on July 10, you decided to sell Lancia at 40p, yielding you £27,519, and you resolved to go back in at the earliest opportunity.

WHY YOU CAN ACT WITH SUCH CONFIDENCE

Following our tip on July 17 1985 you invested the entire proceeds from the sale of Lancia and WSL — £28,225, in Greene King & Sons. Eight weeks later, when we told you to sell, the share had risen from 162p to 216p and you found yourself sitting on a small fortune of

Video nasties

Most people buy videos so that they can watch their favourite movies without being constantly interrupted by advertisements. But, believe or not, the latest thing in the States is half-hour videos of non-stop ads. Called FreeVees, they will be going into 1,000 video shops coast-to-coast during the next couple of weeks and will be lent to customers free of charge. Advertisers are paying £22,500 (£13,888) to have their products put on to 1,500 tapes, and circulated for three months. Let us hope this is one American idea which does not catch on here.

Name dropper

Red faces at Newtownards in County Down yesterday as FA Wellworth and Co, the Ulster retail chain owned by Dee Corporation, reopened the biggest covered shopping centre in Ireland, recently acquired from FW Woolworth. At a cost of £1,300 for the day, page three, topless model Linda Lusardi was flown in to perform the ceremony, where she proudly proclaimed "This Woolworth's store open."

Carol Leonard

Bonds, bondsmen and bondage

The City's bond market has taken on a new meaning after a dinner last night at Merchant Taylors Hall. More than a hundred sombre-suited City gents from all corners of the Square Mile turned out to make it the best attended "Bond Club" dinner ever. The masters of the bond-dealing world — daily handling millions of pounds of gits, Eurobonds and US Treasury bonds — were gathered to hear Britain's most infamous mistress of the red light world speak. The star attraction was none other than Mrs Cynthia Payne — known affectionately as Madam Cyn — who had travelled into the City from her Edwardian home in Streatham, to deliver her considered thoughts on, you've guessed it, "Big Bang."

One Bond Club member, Clive Cooke, of the gilt dealer Williams Cooke Loti and Kissack, commented: "With 12 hour days in the City and much of that spent in front of screens, we need a bit of light relief." The fee charged by Madam Cyn has not been revealed but I am assured that it was not paid in luncheon vouchers.

Sore point

An unfortunate accident involving the Trade Minister, Alan Clark, has caused considerable mirth among the lesser echelons at the Department of Trade. Clark, who celebrates his 59th birthday on Monday, badly injured a hand while using a hydraulic log splitter to chop logs on his 14th century Kent estate, Saltwood Castle. The hand has been saved but Clark has since been walking round with it in a sling and

THE TIMES CITY DIARY

may need a skin graft. It so happens that the accident occurred just as the Consumer Minister, Michael Howard, was speaking at a Royal Society for the Prevention of Accidents function about safety in the garden.

Fitching

David Owen may have egg on his face following Mrs Thatcher's denial that May 7 would be election day, but Rodney Fitch, joint managing director of design consultants Fitch & Co, is a much relieved man. Fitch, acting for the other David and the Liberal

Party, has been commissioned to create a new identity for the party. It won the account when an amateur competition among Liberal Party members failed dismally. Yesterday, Fitch said: "I need until October at least. If it had been called for May, the campaign would not have been ready and all our hard work would have been wasted."

● The troubles facing jet-setting arms dealer Adnan Khashoggi seem to be growing daily. He has been forced to flee under Chapter Eleven — for protection from his creditors — in the United States, his staff around the world complain that they haven't been paid for weeks and now he is having to suffer a new nickname among his friends on the international circuit — Oogi No Khash.

USM widow

Every chairman bringing his company to the USM complains about burning the midnight oil, and Jim Rawson, aged 43, founder of the Epwin window replacement group, whose shares will be quoted for the first time next Wednesday, is no exception. Even his honeymoon was sacrificed. Jim married his second wife, Claire, just a week ago, in between stints with his lawyers and accountants. "We got



"I'm telling you — the City really is becoming a bit of a jungle!"

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—Gold—

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Claimants should ring 0254-53272

1987 Low	Company	Price Bid	Offer	Gross Change div p	Yld %	P/E
200	Globe N Res	375	-	+25		
28	Coal Pnt	76	77	-1 1/2	1.4	1.8 28.9

9	Western Res	55	100	29	30	
10	Hunting	195	200	129	85	118
11	Coast (AA)	745	750	283	23	168
12	Island	9	1			
13	Island	9	1			
14	LDK Hunting	230	235	9	1	
15	LDK Hunting	185	170	-5	19	20.5
16	De Linis	200	170	-30	32.4	
17	Island	1	-1			
18	Island	44	45	1		
19	Island	44	45	1		
20	Island	87	82	-5		
21	Island	87	82	-5		
22	Island	290	290	0		
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50	Trident Energy	150	150	0	33	23
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98	Trident Energy	150	150	0	33	23
99	Trident Energy	150	150	0	33	23
100	Trident Energy	150	150	0	33	23

156	Barney	234	254	-0.1	12.9	25	11.9
157	Barry McCain	339	339	0.0	12.9	33	12.9
158	Bell	195	200	-0.7	7.0	35	46.9
159	Bentley	218	222	-0.4	8.0	27	18.4
160	Bentley	111	119	-0.8	11.4	10	25.2
161	Carroll Cullen	50	50	0.0	0.0	0	0.0
162	Chapman	280	270	+0.9	12.1	46	37.3
163	Chapman	405	415	-1.0	4.3	10	9.7
164	Copple (James)	318	318	0.0	12.4	33	12.4
165	Dale	418	418	0.0	12.4	33	12.4
166	Daniels	218	222	-0.4	8.0	27	18.4
167	Daniels	318	325	-0.7	4.3	13	24.5
168	Dolan Packaging	111	122	-0.9	12.0	16	8.7
169	Dorcas	304	305	-0.1	12.9	42	16.1
170	Faganian Inc.	218	222	-0.4	8.0	27	18.4
171	Faganian Inc.	304	305	-0.1	12.9	42	16.1
172	Faganian Inc.	218	222	-0.4	8.0	27	18.4
173	Faganian Inc.	304	305	-0.1	12.9	42	16.1
174	Faganian Inc.	218	222	-0.4	8.0	27	18.4
175	Faganian Inc.	304	305	-0.1	12.9	42	16.1
176	Faganian Inc.	218	222	-0.4	8.0	27	18.4
177	Faganian Inc.	304	305	-0.1	12.9	42	16.1
178	Faganian Inc.	218	222	-0.4	8.0	27	18.4
179	Faganian Inc.	304	305	-0.1	12.9	42	16.1
180	Faganian Inc.	218	222	-0.4	8.0	27	18.4
181	Faganian Inc.	304	305	-0.1	12.9	42	16.1
182	Faganian Inc.	218	222	-0.4	8.0	27	18.4
183	Faganian Inc.	304	305	-0.1	12.9	42	16.1
184	Faganian Inc.	218	222	-0.4	8.0	27	18.4
185	Faganian Inc.	304	305	-0.1	12.9	42	16.1
186	Faganian Inc.	218	222	-0.4	8.0	27	18.4
187	Faganian Inc.	304	305	-0.1	12.9	42	16.1
188	Faganian Inc.	218	222	-0.4	8.0	27	18.4
189	Faganian Inc.	304	305	-0.1	12.9	42	16.1
190	Faganian Inc.	218	222	-0.4	8.0	27	18.4
191	Faganian Inc.	304	305	-0.1	12.9	42	16.1
192	Faganian Inc.	218	222	-0.4	8.0	27	18.4
193	Faganian Inc.	304	305	-0.1	12.9	42	16.1
194	Faganian Inc.	218	222	-0.4	8.0	27	18.4
195	Faganian Inc.	304	305	-0.1	12.9	42	16.1
196	Faganian Inc.	218	222	-0.4	8.0	27	18.4
197	Faganian Inc.	304	305	-0.1	12.9	42	16.1
198	Faganian Inc.	218	222	-0.4	8.0	27	18.4
199	Faganian Inc.	304	305	-0.1	12.9	42	16.1
200	Faganian Inc.	218	222	-0.4	8.0	27	18.4

170	Loam 15-18	430	40	11.4	28	18.7
171	Loam 18-24	195	108	4.4	22	19.1
172	Loam 24-30	195	108	4.4	22	19.1
173	Loam 30-36	195	108	4.4	22	19.1
174	Loam 36-42	195	108	4.4	22	19.1
175	Loam 42-48	195	108	4.4	22	19.1
176	Loam 48-54	195	108	4.4	22	19.1
177	Loam 54-60	195	108	4.4	22	19.1
178	Loam 60-66	195	108	4.4	22	19.1
179	Loam 66-72	195	108	4.4	22	19.1
180	Loam 72-78	195	108	4.4	22	19.1
181	Loam 78-84	195	108	4.4	22	19.1
182	Loam 84-90	195	108	4.4	22	19.1
183	Loam 90-96	195	108	4.4	22	19.1
184	Loam 96-102	195	108	4.4	22	19.1
185	Loam 102-108	195	108	4.4	22	19.1
186	Loam 108-114	195	108	4.4	22	19.1
187	Loam 114-120	195	108	4.4	22	19.1
188	Loam 120-126	195	108	4.4	22	19.1
189	Loam 126-132	195	108	4.4	22	19.1
190	Loam 132-138	195	108	4.4	22	19.1
191	Loam 138-144	195	108	4.4	22	19.1
192	Loam 144-150	195	108	4.4	22	19.1
193	Loam 150-156	195	108	4.4	22	19.1
194	Loam 156-162	195	108	4.4	22	19.1
195	Loam 162-168	195	108	4.4	22	19.1
196	Loam 168-174	195	108	4.4	22	19.1
197	Loam 174-180	195	108	4.4	22	19.1
198	Loam 180-186	195	108	4.4	22	19.1
199	Loam 186-192	195	108	4.4	22	19.1
200	Loam 192-198	195	108	4.4	22	19.1
201	Loam 198-204	195	108	4.4	22	19.1
202	Loam 204-210	195	108	4.4	22	19.1
203	Loam 210-216	195	108	4.4	22	19.1
204	Loam 216-222	195	108	4.4	22	19.1
205	Loam 222-228	195	108	4.4	22	19.1
206	Loam 228-234	195	108	4.4	22	19.1
207	Loam 234-240	195	108	4.4	22	19.1
208	Loam 240-246	195	108	4.4	22	19.1
209	Loam 246-252	195	108	4.4	22	19.1
210	Loam 252-258	195	108	4.4	22	19.1
211	Loam 258-264	195	108	4.4	22	19.1
212	Loam 264-270	195	108	4.4	22	19.1
213	Loam 270-276	195	108	4.4	22	19.1
214	Loam 276-282	195	108	4.4	22	19.1
215	Loam 282-288	195	108	4.4	22	19.1
216	Loam 288-294	195	108	4.4	22	19.1
217	Loam 294-300	195	108	4.4	22	19.1
218	Loam 300-306	195	108	4.4	22	19.1
219	Loam 306-312	195	108	4.4	22	19.1
220	Loam 312-318	195	108	4.4	22	19.1
221	Loam 318-324	195	108	4.4	22	19.1
222	Loam 324-330	195	108	4.4	22	19.1
223	Loam 330-336	195	108	4.4	22	19.1
224	Loam 336-342	195	108	4.4	22	19.1
225	Loam 342-348	195	108	4.4	22	19.1
226	Loam 348-354	195	108	4.4	22	19.1
227	Loam 354-360	195	108	4.4	22	19.1
228	Loam 360-366	195	108	4.4	22	19.1
229	Loam 366-372	195	108	4.4	22	19.1
230	Loam 372-378	195	108	4.4	22	19.1
231	Loam 378-384	195	108	4.4	22	19.1
232	Loam 384-390	195	108	4.4	22	19.1
233	Loam 390-396	195	108	4.4	22	19.1
234	Loam 396-402	195	108	4.4	22	19.1
235	Loam 402-408	195	108	4.4	22	19.1
236	Loam 408-414	195	108	4.4	22	19.1
237	Loam 414-420	195	108	4.4	22	19.1
238	Loam 420-426	195	108	4.4	22	19.1
239	Loam 426-432	195	108	4.4	22	19.1
240	Loam 432-438	195	108	4.4	22	19.1
241	Loam 438-444	195	108	4.4	22	19.1
242	Loam 444-450	195	108	4.4	22	19.1
243	Loam 450-456	195	108	4.4	22	19.1
244	Loam 456-462	195	108	4.4	22	19.1
245	Loam 462-468	195	108	4.4	22	19.1
246	Loam 468-474	195	108	4.4	22	19.1
247	Loam 474-480	195	108	4.4	22	19.1
248	Loam 480-486	195	108	4.4	22	19.1
249	Loam 486-492	195	108	4.4	22	19.1
250	Loam 492-498	195	108	4.4	22	19.1
251	Loam 498-504	195	108	4.4	22	19.1
252	Loam 504-510	195	108	4.4	22	19.1
253	Loam 510-516	195	108	4.4	22	19.1
254	Loam 516-522	195	108	4.4	22	19.1
255	Loam 522-528	195	108	4.4	22	19.1
256	Loam 528-534	195	108	4.4	22	19.1
257	Loam 534-540	195	108	4.4	22	19.1
258	Loam 540-546	195	108	4.4	22	19.1
259	Loam 546-552	195	108	4.4	22	19.1
260	Loam 552-558	195	108	4.4	22	19.1
261	Loam 558-564	195	108	4.4	22	19.1
262	Loam 564-570	195	108	4.4	22	19.1
263	Loam 570-576	195	108	4.4	22	19.1
264	Loam 576-582	195	108	4.4	22	19.1
265	Loam 582-588	195	108	4.4	22	19.1
266	Loam 588-594	195	108	4.4	22	19.1
267	Loam 594-600	195	108	4.4	22	19.1
268	Loam 600-606	195	108	4.4	22	19.1
269	Loam 606-612	195	108	4.4	22	19.1
270	Loam 612-618	195	108	4.4	22	19.1
271	Loam 618-624	195	108	4.4	22	19.1
272	Loam 624-630	195	108	4.4	22	19.1
273	Loam 630-636	195	108	4.4	22	19.1
274	Loam 636-642	195	108	4.4	22	19.1
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276	Loam 648-654	195	108	4.4	22	19.1
277	Loam 654-660	195	108	4.4	22	19.1
278	Loam 660-666	195	108	4.4	22	19.1
279	Loam 666-672	195	108	4.4	22	19.1
280	Loam 672-678	195	108	4.4	22	19.1
281	Loam 678-684	195	108	4.4	22	19.1
282	Loam 684-690	195	108	4.4	22	19.1
283	Loam 690-696	195	108	4.4	22	19.1
284	Loam 696-702	195	108	4.4	22	19.1
285	Loam 702-708	195	108	4.4	22	19.1
286	Loam 708-714	195	108	4.4	22	19.1
287	Loam 714-720	195	108	4.4	22	19.1
288	Loam 720-726	195	108	4.4	22	19.1
289	Loam 726-732	195	108	4.4	22	19.1
290	Loam 732-738	195	108	4.4	22	19.1
291	Loam 738-744	195	108	4.4	22	19.1
292	Loam 744-750	195	108	4.4	22	19.1
293	Loam 750-756	195	108	4.4	22	19.1
294	Loam 756-762	195	108	4.4	22	19.1
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296	Loam 768-774	195	108	4.4	22	19.1
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298	Loam 780-786	195	108	4.4	22	19.1
299	Loam 786-792	195	108	4.4	22	19.1
300	Loam 792-798	195	108	4.4	22	19.1
301	Loam 798-804	195	108	4.4	22	19.1
302	Loam 804-810	195	108	4.4	22	19.1
303	Loam 810-816	195	108	4.4	22	19.1
304	Loam 816-822	195	108	4.4	22	19.1
305	Loam 822-828	195	108	4.4	22	19.1
306	Loam 828-834	195	108	4.4	22	19.1
307	Loam 834-840	195	108	4.4	22	19.1
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311	Loam 858-864	195	108	4.4	22	19.1
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313	Loam 870-876	195	108	4.4	22	19.1
314	Loam 876-882	195	108	4.4	22	19.1
315	Loam 882-888	195	108	4.4	22	19.1
316	Loam 888-894	195	108	4.4	22	19.1
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318	Loam 900-906	195	108	4.4	22	19.1
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320	Loam 912-918	195	108	4.4	22	19.1
321	Loam 918-924	195	108	4.4	22	19.1
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323	Loam 930-936	195	108	4.4	22	19.1
324	Loam 936-942	195	108	4.4	22	19.1
325	Loam 942-948	195	108	4.4	22	19.1
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328	Loam 960-966	195	108	4.4	22	19.1
329	Loam 966-972	195	108	4.4	22	19.1
330	Loam 972-978	195	108	4.4	22	19.1
331	Loam 978-984	195	108	4.4	22	19.1
332	Loam 984-990	195	108	4.4	22	19.1
333	Loam 990-996	195	108	4.4	22	19.1
334	Loam 996-1002	195	108	4.4	22	19.1
335	Loam 1002-1008	195	108	4.4	22	19.1
336	Loam 1008-1014	195	108	4.4	22	19.1
337	Loam 1014-1020	195	108	4.4	22	19.1
338	Loam 1020-1026	195	108	4.4	22	19.1
339	Loam 1026-1032	195	108	4.4	22	19.1
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341	Loam 1038-1044	195	108	4.4	22	19.1
342	Loam 1044-1050	195	108	4.4	22	19.1
343	Loam 1050-1056	195	108	4.4	22	19.1
344	Loam 1056-1062	195	108	4.4	22	19.1
345	Loam 1062-1068	195	108	4.4	22	19.1
346	Loam 1068-1074	195	108	4.4	22	19.1
347	Loam 1074-1080	195	108	4.4	22	19.1
348	Loam 1080-1086	195	108	4.4	22	19.1
349	Loam 1086-1092	195	108	4.4	22	19.1
350	Loam 1092-1098	195	108	4.4	22	19.1
351	Loam 1098-1104	195	108	4.4	22	19.1
352	Loam 1104-1110	195	108	4.4	22	19.1
353	Loam 1110-1116	195	108	4.4	22	19.1
354	Loam 1116-1122	195	108			

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Wheat	14	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18
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• Ex dividend a Ex all b Forecast dividend • Interim payment passed f Price at suspension g Dividend and yield exclude a special payment k Pre-merger figures n Forecast earnings o Ex other r Ex rights x Ex scrip or share split t Tax-free No significant change

THE TIMES UNIT TRUST INFORMATION SERVICE

[illegible]

UNLISTED SECURITIES

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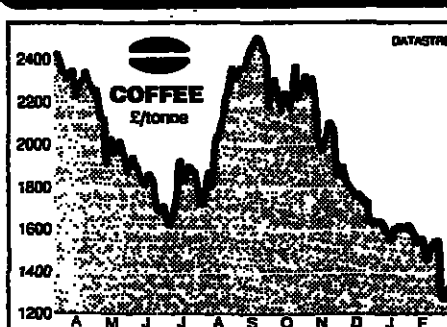
INVESTMENT TRUSTS

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FINANCIAL TRUSTS

9.13	9.23	9.33	9.43	9.53	10.03	10.13	10.23	10.33	10.43	10.53	11.03	11.13	11.23	11.33	11.43	11.53	12.03	12.13	12.23	12.33	12.43	12.53	13.03	13.13	13.23	13.33	13.43	13.53	14.03	14.13	14.23	14.33	14.43	14.53	15.03	15.13	15.23	15.33	15.43	15.53	16.03	16.13	16.23	16.33	16.43	16.53	17.03	17.13	17.23	17.33	17.43	17.53	18.03	18.13	18.23	18.33	18.43	18.53	19.03	19.13	19.23	19.33	19.43	19.53	20.03	20.13	20.23	20.33	20.43	20.53	21.03	21.13	21.23	21.33	21.43	21.53	22.03	22.13	22.23	22.33	22.43	22.53	23.03	23.13	23.23	23.33	23.43	23.53	24.03	24.13	24.23	24.33	24.43	24.53	25.03	25.13	25.23	25.33	25.43	25.53	26.03	26.13	26.23	26.33	26.43	26.53	27.03	27.13	27.23	27.33	27.43	27.53	28.03	28.13	28.23	28.33	28.43	28.53	29.03	29.13	29.23	29.33	29.43	29.53	30.03	30.13	30.23	30.33	30.43	30.53	31.03	31.13	31.23	31.33	31.43	31.53	32.03	32.13	32.23	32.33	32.43	32.53	33.03	33.13	33.23	33.33	33.43	33.53	34.03	34.13	34.23	34.33	34.43	34.53	35.03	35.13	35.23	35.33	35.43	35.53	36.03	36.13	36.23	36.33	36.43	36.53	37.03	37.13	37.23	37.33	37.43	37.53	38.03	38.13	38.23	38.33	38.43	38.53	39.03	39.13	39.23	39.33	39.43	39.53	40.03	40.13	40.23	40.33	40.43	40.53	41.03	41.13	41.23	41.33	41.43	41.53	42.03	42.13	42.23	42.33	42.43	42.53	43.03	43.13	43.23	43.33	43.43	43.53	44.03	44.13	44.23	44.33	44.43	44.53	45.03	45.13	45.23	45.33	45.43	45.53	46.03	46.13	46.23	46.33	46.43	46.53	47.03	47.13	47.23	47.33	47.43	47.53	48.03	48.13	48.23	48.33	48.43	48.53	49.03	49.13	49.23	49.33	49.43	49.53	50.03	50.13	50.23	50.33	50.43	50.53	51.03	51.13	51.23	51.33	51.43	51.53	52.03	52.13	52.23	52.33	52.43	52.53	53.03	53.13	53.23	53.33	53.43	53.53	54.03	54.13	54.23	54.33	54.43	54.53	55.03	55.13	55.23	55.33	55.43	55.53	56.03	56.13	56.23	56.33	56.43	56.53	57.03	57.13	57.23	57.33	57.43	57.53	58.03	58.13	58.23	58.33	58.43	58.53	59.03	59.13	59.23	59.33	59.43	59.53	60.03	60.13	60.23	60.33	60.43	60.53	61.03	61.13	61.23	61.33	61.43	61.53	62.03	62.13	62.23	62.33	62.43	62.53	63.03	63.13	63.23	63.33	63.43	63.53	64.03	64.13	64.23	64.33	64.43	64.53	65.03	65.13	65.23	65.33	65.43	65.53	66.03	66.13	66.23	66.33	66.43	66.53	67.03	67.13	67.23	67.33	67.43	67.53	68.03	68.13	68.23	68.33	68.43	68.53	69.03	69.13	69.23	69.33	69.43	69.53	70.03	70.13	70.23	70.33	70.43	70.53	71.03	71.13	71.23	71.33	71.43	71.53	72.03	72.13	72.23	72.33	72.43	72.53	73.03	73.13	73.23	73.33	73.43	73.53	74.03	74.13	74.23	74.33	74.43	74.53	75.03	75.13	75.23	75.33	75.43	75.53	76.03	76.13	76.23	76.33	76.43	76.53	77.03	77.13	77.23	77.33	77.43	77.53	78.03	78.13	78.23	78.33	78.43	78.53	79.03	79.13	79.23	79.33	79.43	79.53	80.03	80.13	80.23	80.33	80.43	80.53	81.03	81.13	81.23	81.33	81.43	81.53	82.03	82.13	82.23	82.33	82.43	82.53	83.03	83.13	83.23	83.33	83.43	83.53	84.03	84.13	84.23	84.33	84.43	84.53	85.03	85.13	85.23	85.33	85.43	85.53	86.03	86.13	86.23	86.33	86.43	86.53	87.03	87.13	87.23	87.33	87.43	87.53	88.03	88.13	88.23	88.33	88.43	88.53	89.03	89.13	89.23	89.33	89.43	89.53	90.03	90.13	90.23	90.33	90.43	90.53	91.03	91.13	91.23	91.33	91.43	91.53	92.03	92.13	92.23	92.33	92.43	92.53	93.03	93.13	93.23	93.33	93.43	93.53	94.03	94.13	94.23	94.33	94.43	94.53	95.03	95.13	95.23	95.33	95.43	95.53	96.03	96.13	96.23	96.33	96.43	96.53	97.03	97.13	97.23	97.33	97.43	97.53	98.03	98.13	98.23	98.33	98.43	98.53	99.03	99.13	99.23	99.33	99.43	99.53	100.03	100.13	100.23	100.33	100.43	100.53
9.13	9.23	9.33	9.43	9.53	10.03	10.13	10.23	10.33	10.43	10.53	11.03	11.13	11.23	11.33	11.43	11.53	12.03	12.13	12.23	12.33	12.43	12.53	13.03	13.13	13.23	13.33	13.43	13.53	14.03	14.13	14.23	14.33	14.43	14.53	15.03	15.13	15.23	15.33	15.43	15.53	16.03	16.13	16.23	16.33	16.43	16.53	17.03	17.13	17.23	17.33	17.43	17.53	18.03	18.13	18.23	18.33	18.43	18.53	19.03	19.13	19.23	19.33	19.43	19.53	20.03	20.13	20.23	20.33	20.43	20.53	21.03	21.13	21.23	21.33	21.43	21.53	22.03	22.13	22.23	22.33	22.43	22.53	23.03	23.13	23.23	23.33	23.43	23.53	24.03	24.13	24.23	24.33	24.43	24.53	25.03	25.13	25.23	25.33	25.43	25.53	26.03	26.13	26.23	26.33	26.43	26.53	27.03	27.13	27.23	27.33	27.43	27.53	28.03	28.13	28.23	28.33	28.43	28.53	29.03	29.13	29.23	29.33	29.43	29.53	30.03	30.13	30.23	30.33	30.43	30.53	31.03	31.13	31.23	31.33	31.43	31.53	32.03	32.13	32.23	32.33	32.43	32.53	33.03	33.13	33.23	33.33	33.43	33.53	34.03	34.13	34.23	34.33	34.43	34.53	35.03	35.13	35.23	35.33	35.43	35.53	36.03	36.13	36.23	36.33	36.43	36.53	37.03	37.13	37.23	37.33	37.43	37.53	38.03	38.13	38.23	38.33	38.43	38.53	39.03	39.13	39.23	39.33	39.43	39.53	40.03	40.13	40.23	40.33	40.43	40.53	41.03	41.13	41.23	41.33	41.43	41.53	42.03	42.13	42.23	42.33	42.43	42.53	43.03	43.13	43.23	43.33	43.43	43.53	44.03	44.13	44.23	44.33	44.43	44.53	45.03	45.13	45.23	45.33	45.43	45.53	46.03	46.13	46.23	46.33	46.43	46.53	47.03	47.13	47.23	47.33	47.43	47.53	48.03	48.13	48.23	48.33	48.43	48.53	49.03	49.13	49.23	49.33	49.43	49.53	50.03	50.13	50.23	50.33	50.43	50.53	51.03	51.13	51.23	51.33	51.43	51.53	52.03	52.13	52.23	52.33	52.43	52.53	53.03	53.13	53.23	53.33	53.43	53.53	54.03	54.13	54.23	54.33	54.43	54.53	55.03	55.13	55.23	55.33	55.43	55.53	56.03	56.13	56.23	56.33	56.43	56.53	57.03	57.13	57.23	57.33	57.43	57.53	58.03	58.13	58.23	58.33	58.43	58.53	59.03	59.13	59.23	59.33	59.43	59.53	60.03	60.13	60.23	60.33	60.43	60.53	61.03	61.13	61.23	61.33	61.43	61.53	62.03	62.13	62.23	62.33	62.43	62.53	63.03	63.13	63.23	63.33	63.43	63.53	64.03	64.13	64.23	64.33	64.43	64.53	65.03	65.13	65.23	65.33	65.43	65.53	66.03	66.13	66.23	66.33	66.43	66.53	67.03	67.13	67.23	67.33	67.43	67.53	68.03	68.13	68.23	68.33	68.43	68.53	69.03	69.13	69.23	69.33	69.43	69.53	70.03	70.13	70.23	70.33	70.43	70.53	71.03	71.13	71.23	71.33	71.43	71.53	72.03	72.13	72.23	72.33	72.43	72.53	73.03	73.13	73.23	73.33	73.43	73.53	74.03	74.13	74.23	74.33	74.43	74.53	75.03	75.13	75.23	75.33	75.43	75.53	76.03	76.13	76.23	76.33	76.43	76.53	77.03	77.13	77.23	77.33	77.43	77.53	78.03	78.13	78.23	78.33	78.43	78.53	79.03	79.13	79.23	79.33	79.43	79.53	80.03	80.13	80.23	80.33	80.43	80.53	81.03	81.13	81.23	81.33	81.43	81.53	82.03	82.13	82.23	82.33	82.43	82.53	83.03	83.13	83.23	83.33	83.43	83.53	84.03	84.13	84.23	84.33	84.43	84.53	85.03	85.13	85.23	85.33	85.43	85.53	86.03	86.13	86.23	86.33	86.43	86.53	87.03	87.13	87.23	87.33	87.43	87.53	88.03	88.13	88.23	88.33	88.43	88.53	89.03	89.13	89.23	89.33	89.43	89.53	90.03	90.13	90.23	90.33	90.43	90.53	91.03	91.13	91.23	91.33	91.43	91.53	92.03	92.13	92.23	92.33	92.43	92.53	93.03	93.13	93.23	93.33	93.43	93.53	94.03	94.13	94.23	94.33	94.43	94.53	95.03	95.13	95.23	95.33	95.43	95.53	96.03	96.13	96.23	96.33	96.43	96.53	97.03	97.13	97.23	97.33	97.43	97.53	98.03	98.13	98.23	98.33	98.43	98.53	99.03	99.13	99.23	99.33	99.43	99.53	100.03	100.13	100.23	100.33	100.43	100.53
9.13	9.23	9.33	9.43	9.53	10.03	10.13	10.23	10.33	10.43	10.53	11.03	11.13	11.23	11.33	11.43	11.53	12.03	12.13	12.23	12.33	12.43	12.53	13.03	13.13	13.23	13.33	13.43	13.53	14.03	14.13	14.23	14.33	14.43	14.53	15.03	15.13	15.23	15.33	15.43	15.53	16.03	16.13	16.23	16.33	16.43	16.53	17.03	17.13	17.23	17.33	17.43	17.53	18.03	18.13	18.23	18.33	18.43	18.53	19.03	19.13	19.23	19.33	19.43	19.53	20.03	20.13	20.23	20.33	20.43	20.53	21.03	21.13	21.23	21.33	21.43	21.53	22.03	22.13	22.23	22.33	22.43	22.53	23.03	23.13	23.23	23.33	23.43	23.53	24.03	24.13	24.23	24.33	24.43	24.53	25.03	25.13	25.23	25.33	25.43	25.53	26.03	26.13	26.23	26.33	26.43	26.53	27.03	27.13	27.23	27.33	27.43	27.53	28.03	28.13	28.23	28.33	28.43	28.53	29.03	29.13	29.23	29.33	29.43	29.53	30.03	30.13	30.23	30.33	30.43	30.53	31.03	31.13	31.23	31.33	31.																																																																																																																																																																																																																																																																																																																																																																																																																															

COMMODITIES



Coffee prices have picked up a little recently with market starting to find Roaster buying interest. Producers appear to be winning the current round by adopting conservative selling policies and even the chart picture beginning to improve. Comment by GNI.

INTERNATIONAL PETROLEUM EXCHANGE Surrey-based Commodity Market Services Ltd.			LONDON COMMODITY EXCHANGE		
HEAVY FUEL OIL			SUGAR (From C. Cane)		
May	93.00-94.5		FOB	May	151.00
Jun	unq-91.50		Dec	May	151.00
Jul			Aug	Jun	162.40
Aug			Oct	Jul	162.40
Sep			Nov	Aug	162.40
Oct			Dec	May	171.50
Nov			Jan	Jun	171.50
Dec			Feb	Jul	171.50
Jan			Mar	Aug	171.50
Feb			Apr	Sep	171.50
Mar			May	Oct	171.50
Apr			Jun	Nov	171.50
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Jun			Aug	Jan	171.50
Jul			Sep	Feb	171.50
Aug			Oct	Mar	171.50
Sep			Nov	Apr	171.50
Oct			Dec	May	171.50
Nov			Jan	Jun	171.50
Dec			Feb	Jul	171.50
Jan			Mar	Aug	171.50
Feb			Apr	Sep	171.50
Mar			May	Oct	171.50
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Aug			Oct	Mar	171.50
Sep			Nov	Apr	171.50
Oct			Dec	May	171.50
Nov			Jan	Jun	171.50
Dec			Feb	Jul	171.50
Jan			Mar	Aug	171.50
Feb			Apr	Sep	171.50
Mar			May	Oct	171.50
Apr					

Jul	1305-300
Sep	1329-825
Nov	1345-842
Dec	1352-842
Mar	1350-875
May	1358-280
Aug	3878
SOYABEAN	
Jan	116.8-18.1
Aug	71.8-13.2
Oct	72.8-15.0
Dec	71.6-16.6
Feb	120.4-18.5
Apr	122.0-18.0
Vol	148
LONDON METAL EXCHANGE	
Official prices	
Official Turnover figures	
Platinum in 6 per month basis	
Silver in prices per pure ounce	
Refined Gold & Co. report	
COPPER GRADE A	
Cash	914.00-915.00
Three Months	877.00-879.00
Vol	2750
Tone	Barly Steady
STANDARD CATHODES	
Cash	870.00-872.00
Three Months	862.00-860.00
Vol	Nil
Tone	Idle
LEAD	
Cash	317.50-319.00
Three Months	305.00-309.00
Vol	550
Tone	Steadier
ZINC HIGH GRADE	
Cash	491.00-492.00
Three Months	482.00-484.00
Vol	550
Tone	Steady
SILVER LARGE	
Cash	410.00-411.00
Three Months	402.00-404.00
Vol	Nil

Tone				Jun	97.5	97.5
SILVER SMALL				Jul	95.8	95.8
Three Months	410.00-411.00			Oct	100.0	99.5
Three Months	420.00-421.00					98.7
Tone		NO				
ALUMINUM						
Cash	955.00-957.00					
Three Months	950.00-955.00					
Tone		NO				
NICKEL						
Cash	2375-2380					
Three Months	2361-2369					
Tone		NO				
Tone		Steady				
MEAT AND LIVESTOCK						
COMMISSION						
Average monthly increase at representative markets on						
Cat. Cattle, 55.71¢ per kg liv						
+(-0.05)						
Cow, 56.25¢ per kg liv						
+(-36.08)						
Cat. Pig, 78.70¢ per kg liv						
+(-2.50)						
egg, dead carcass weight						
England and Wales:						
Cattle, 55.00¢						
Sheep, 55.00¢(+15)						
Sheep, 55.00¢ liv, 15.1%, ave.						
Price, 271.00¢(+38.30)						
Pig, 55.00¢(+3.4), ave.						
Price, 75.00¢(+0.9)						
Scotland:						
Cattle, 55.00¢ + 3.0%, ave.						
Price, 97.20¢(+2.9)						
Sheep, 55.00¢ + 2.5%, ave.						
Price, 21.00¢(+36.37)						
Pig, 55.00¢ + 2.5%, ave.						
Price, 74.30¢(+2.20)						
LONDON MEAT FUTURES						
Long Contract in, per live						
Month	Open	Close				
Aug *	100.3	100.0				
SEPTEMBER						
Month	Open	Close				
Aug	97.5	97.5				
Jul	95.8	95.8				
Oct	100.0	99.5				
Nov	98.7	98.7				
Dec	98.0	98.0				
Jan	97.5	97.5				
Feb	97.0	97.0				
Mar	96.5	96.5				
Apr	96.0	96.0				
May	95.5	95.5				
Jun	95.0	95.0				
Jul	94.5	94.5				
Aug	94.0	94.0				
Sep	93.5	93.5				
Oct	93.0	93.0				
Nov	92.5	92.5				
Dec	92.0	92.0				
Jan	91.5	91.5				
Feb	91.0	91.0				
Mar	90.5	90.5				
Apr	90.0	90.0				
May	89.5	89.5				
Jun	89.0	89.0				
Jul	88.5	88.5				
Aug	88.0	88.0				
Sep	87.5	87.5				
Oct	87.0	87.0				
Nov	86.5	86.5				
Dec	86.0	86.0				
Jan	85.5	85.5				
Feb	85.0	85.0				
Mar	84.5	84.5				
Apr	84.0	84.0				
May	83.5	83.5				
Jun	83.0	83.0				
Jul	82.5	82.5				
Aug	82.0	82.0				
Sep	81.5	81.5				
Oct	81.0	81.0				
Nov	80.5	80.5				
Dec	80.0	80.0				
Jan	79.5	79.5				
Feb	79.0	79.0				
Mar	78.5	78.5				
Apr	78.0	78.0				
May	77.5	77.5				

THE TIMES

GENERAL APPOINTMENTS

April 9, 1987

Recruitment difficulties for particular kinds of staff and in particular areas co-exist with high levels of unemployment. Certain shortages have developed and persisted during the past few years and these are likely, during the next decade, to become more, rather than less, widespread.

An employer-based survey* of recent occupational and employment trends in the UK showed that while total numbers in employment were expected to change, there had been, and would continue to be, a shift away from jobs with a low skill content towards those involving managerial and professional, technical and social skills. This shift already results in both national and local recruitment difficulties.

In part, these difficulties are the result of economic and technological changes that have altered the distribution of jobs between the manufacturing and service sectors and the pattern of skill requirements in jobs. They have reduced the demand for traditional skills and created demands for new ones, often in different industries and in different places.

Particular examples can be found in management, accountancy and data-processing, among scientists and technologists, and especially in jobs using information technology (IT) skills.

These are not only in electronic engineering and software specialisms, but also in industries in which the application of IT skills is needed, for example, stock monitoring, financial management, analysis or computer-aided design. But even school-leavers are in short supply in particular areas.

Yet, just when the labour market should be able to react quickly and flexibly to the changing needs

of employers, there are ways in which it has, on the contrary, become less flexible than before. Housing problems and spouses' jobs have constrained geographical mobility, and the absence of sufficiently widespread opportunities for training and retraining have constrained occupational mobility.

Moreover, the situation will be made worse by the fact that the best source of occupational and skill flexibility, the pool of young recruits entering employment, is diminishing. It is this group that is most likely to respond positively to the changing needs of employers.

It will shrink dramatically during the next decade, the number of 18-year-olds in the UK falling by more than a third between 1983 and 1993. This means that employers will be obliged either to look elsewhere for recruits to shortage occupations or to reduce their need for such recruits.

The demographic swing is already making itself felt in occupations such as banking and nursing. These rely on a big and regular supply of recruits direct from education and lose many of them after a few years. Retention is as important as recruitment.

How can the difficulties created by this combination of economic, technological and demographic change be overcome? There are several ways in which employers can address the problem. Perhaps the least satisfactory of these is to poach already trained and skilled staff—a short-term and expensive solution that upsets existing wage and salary differentials, and creates internal problems.

Another way is to alter the criteria on which recruitment has been based in the past. The experiences of some employers involved in the Youth Training Scheme is that many YTS trainees

Michael Crosswell: A single unbroken career is ceasing to be the norm

The jobs upheaval and shortages of young people can make more chances for women



Michael Crosswell is chairman and chief executive of the Blue Arrow Employment Group, Britain's largest employment services company

who came without the O level qualifications normally required for recruits have proved, after training, to be just as successful as the usual entrants. A reassessment of the validity of old recruitment processes is needed.

Employers have been able in the past decade, while young applicants were plentiful, to require levels of educational qualification that acted more as a filtering system for reducing numbers than as a necessary and relevant criterion for the jobs needing to be filled.

The new examination system in schools will provide employers with an opportunity to review the educational qualifications they really need.

There is still plenty of scope for recruiting to shortage occupations more girls seeking employment for the first time. The traditional "maleness" of many occupations is only just beginning to be breached; a study at Leicester University, reported in *The Times* on January 15, showed that half of a sample of final-year schoolgirls still aspired to nursing, hairdressing or clerical work—the jobs of their parents and relatives. But recruitment to occupations need-

ing new skills is less likely to be hampered by old habits.

Given publicity and some careful liaison between employers and schools, there is no reason why a bigger proportion of entrants to jobs using IT skills, for instance, should not be female.

Once more girls have been recruited, careful thought has to be given to ensuring that their skills are not wasted. Recruiting them is one thing, enabling them to continue to make a working contribution is another.

Fortunately for those employers willing to seize the opportunity, at the same time as the supply of young people falls there will be an increase in the number of those aged 30 to 40. In particular, there will be an increase in the number of women who want to continue or restart their working lives. Employers are slow to take advantage of this.

Many men would welcome a chance to retrain in mid-career; many women, after a break to bring up young families, wish to return to the labour market and not necessarily to the same occupations as previously. They

can be a good source of extra entrants to new as well as traditional occupations. Moreover, older recruits, once trained or retrained, are less likely to leave or move than younger employees.

The belief that women have higher wastage rates than men is largely a myth; it is simply that men leave for different reasons. They seek wider experience or promotion; women tend to leave for personal or family reasons. As the reasons are different, ways in which female wastage can be reduced are also different.

Most women, in time, have children. The majority then want either a break or a different working pattern. If these special needs are not taken into account by employers, recruitment difficulties are not likely to get easier. To allow trained staff to be lost at this point, particularly those whose skills are much in demand, is expensive and wasteful.

These staff are already accustomed to the needs and culture of the firm, and their abilities and potential are already known. Keeping in touch with ex-employees during career breaks can encourage and facilitate their return, but this is of use only if the

jobs and the working patterns available for them are such as to make working possible for them. For most, this means part-time or shared jobs, at least for a time.

Some employers are aware of this and have developed ways in which, for instance, women leaving to have children can join schemes that entitle them to return part-time, though not necessarily at their old jobs. Others have banks of ex-employees who take on occupational work, or who work at home until they are ready to return on a full-time or part-time basis.

Others have carried this even further—one company at least is staffed entirely by married women working from home. Obviously, some kinds of job lend themselves more easily to working from home than others, but most jobs can be done on a part-time or shared basis once the initial prejudices have been overcome and the administrative difficulties sorted out.

There is a story circulating of identical twins who are reputed to have shared a job for four years before anyone in the firm noticed that they were different people!

Part-time working does not need to be restricted to low-level jobs. Hospital consultants in the National Health Service can now be part-time general managers. There is nothing God-given about the 37-hour week, nor about the design and content of existing jobs.

The most successful drives towards recruiting and retaining female staff have not come from well-intentioned motives of equity and equal opportunity. They have come from hard necessity—the difficulty of finding professional or technical staff in particular occupations, the need to reduce the cost of wastage and recruitment, the need to retain highly-skilled female staff.

Employers are uneasy about making special working arrangements for women and particularly about extending opportunities for part-time work at skilled, professional and managerial levels.

But those who have done so have found that as a result their workforce is both more stable and more flexible, that their recruitment needs and costs are reduced and that today's part-timers will probably become tomorrow's full-time staff.

Similarly, employers are not eager to recruit, train or retrain men and women in mid-career, or after a career break, but if this reluctance can be overcome, older recruits are a valuable source of skills and can bring to their work a fresher perspective than those who have been in the same occupation for 10 or 15 years.

Jobs, and especially professional and managerial jobs, are becoming multi-skilled, and the concept of a single unbroken career is ceasing to be the normal pattern for either sex.

* UK Occupation and Employment Trends to 1990, by A. Rajan and R. Pearson (IMS 1986)

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Allied House, 156 St. John Street
London EC1P 1AR

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Natural Environment Research Council

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GENERAL APPOINTMENTS

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Candidates should write, with a full C.V. to:

MR E. W. BIRCH, PERSONNEL DIRECTOR
CARADON TWYFORDS LIMITED, SEELTON NEW ROAD,
CLIFFE VALE, STOKE ON TRENT, ST4 7AL

Caradon Twyford's Limited

SUPERVISOR

- PERSONAL EQUITY PLANS

£13,900-£15,400 Central London

Eagle Star Trust Company Limited is presently setting up a new team to administer and market personal equity plans. A Supervisor is required to organise and develop the team, and to control the technical and procedural aspects of its work.

The successful candidate will have demonstrated the essential ability to work as a key member within a small group of people. Ideally all applicants should have a relevant professional qualification and must have experience in one of the following fields:

- financial systems
- unit trusts/securities
- investment

and also have experience of, and proven aptitude for, micro-computers.

In addition to the above salary, an attractive benefits package is offered which includes a non-contributory pension scheme and staff mortgage facilities.

Applicants should apply in writing, including a comprehensive curriculum vitae to:

P. J. Andrews, Assistant Manager - Personnel Department,
Eagle Star Group, Eagle Star House, Bath Road,
Cheltenham, Gloucestershire GL53 7LG.

Eagle Star



Director Onassis Center For Hellenic Studies

New York University seeks nominations and applications for the position of Onassis Professor of Hellenic Studies and Director of the Onassis Center for Hellenic Studies at New York University. Candidates for this dual position must be scholars with an outstanding publication record in any aspect of Greek civilization as it has evolved over the centuries, and must be fully qualified for a tenured appointment in a traditional discipline as well as in Hellenic Studies. A strong commitment to teaching is important. While administrative experience is not essential, candidates must have the capacity to lead, within the context of the Faculty of Arts and Science of an internationally important research university, the efforts of a group of outstanding scholars in Hellenic Studies. Candidates must be able to conduct business in both English and Modern Greek. Nominations should be sent by June 1, 1987, to:

NEW YORK UNIVERSITY

Faculty of
Arts and Science
5 Washington Square North
New York, New York 10003
Attn: Elizabeth Robinson

NYU is an Equal Opportunity/Affirmative Action Employer

AREA FINANCIAL SERVICES DIRECTOR

LONDON. £25,000 AND CAR

The prestigious London firm of Chestertons, now part of the rapidly expanding Prudential Property Services network, is extending its expert services to clients by providing on the spot high quality mortgage advice. This will meet the needs of both purchasers and vendors, making full use of a sophisticated IBM PC mortgage search facility with a database of over 200 institutions.

The systems are in place and well proven within other areas of Prudential Property Services. Now we need a Financial Services professional to introduce the service in London. As an integral part of the sales team, based at our Fulham Office, you'll provide valuable financial guidance to discerning clients. You'll implement systems, procedures and standards, recruit and develop a team of mortgage consultants and systematically extend the service throughout our Central London offices.

London's premier property market and Chestertons' professional reputation demand the highest technical and personal skills. You should be a high calibre professional within a similar role, or possibly the Manager of a West End building society or insurance company; articulate and assertive; capable of building business relationships and influencing highly confident customers and colleagues.

If you can match this profile, we will offer an initial salary negotiable around £25,000 plus company car, together with outstanding prospects for the future.

For further details, please telephone or write to:
Elizabeth Whyatt, Personnel Officer, Prudential Property Services,
Winchmore House, 15 Fetter Lane, London EC4 1JJ. Tel: 01-936 0572.

CHESTERTONS
PRUDENTIAL



Professional Recruitment Consultants London WC1

Alderwick Peachell and Partners Ltd, is an accountancy and financial recruitment consultancy that puts the accent firmly on a high calibre of service.

We are seeking further experienced recruitment consultants to complement our team of professionals.

Your already highly developed recruitment skills are the key to success in this booming market. Ideally a graduate aged 23-28 with 1-3 years recruitment consultancy experience, not necessarily in the financial/accountancy sector, you will be joining a company whose ambitions and new approach have already made a significant impact on the market. We offer all our consultants regular on-going training courses to maximise their potential, high basic salaries of £12,000 - £17,500 and a powerful bonus scheme which will enable you to earn considerably more.

To find out further details about these opportunities and the role you could play in our future expansion, call David Peachell on 01-404 3155 or send him your CV. ALDERWICK PEACHELL AND PARTNERS LTD
Accountancy and Financial Recruitment
125 High Holborn London WC1V 6QA

NORFOLK: A NEW KIND OF CHALLENGE

ASSISTANT SOLICITOR

SALARY UP TO £14,000 p.a.

In line with our commitment to services within the Community, we currently have a challenging opportunity for an Assistant Solicitor to join the Personal Services Section of the County Solicitor's branch.

This position involves a wide range of work, including committees and Advocacy in a busy office of a major local authority.

You'll be working in a thriving but traditional city set against a backdrop of attractive rural countryside: the amenities are all you would expect from an area with an expanding commercial base.

If you combine ability with ambition, are qualified as a Solicitor or Barrister or about to be admitted, (whether currently working in the public sector, private practice or elsewhere), you'll find that Norfolk will provide the career challenge you seek.

Further particulars and application forms are available from the County Personnel Officer, County Hall, Martineau Lane, Norwich NR1 2DH. Telephone Norwich (0603) 611122 Ext: 5337. Closing date: 27th April 1987.



Trainee Accountancy Recruitment Consultant c.£10,000

Specialist recruitment is one of the UK's major growth industries. Alderwick Peachell and Partners Ltd is probably the largest new Accountancy recruitment consultancy ever to be launched.

We are currently seeking a trainee consultant to complement our professional team of highly experienced and talented recruitment specialists. We provide full training including courses on sales and marketing techniques, the development of interviewing skills and familiarisation with accountancy.

You will be a graduate aged up to 26 with some sales experience but graduates keen to train in a sales environment will also be considered. Progression to full consultant status will be rapid.

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125 High Holborn London WC1V 6QA

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GENERAL APPOINTMENTS

COULD YOU DIRECTOR FUNDRAISING FOR A LEADING CHILDREN'S CHARITY

As a major national charity, The Children's Society has an ever-growing need for more funds to continue its work with deprived handicapped and homeless children and their families in England and Wales.

Last year around 60% of our budget was raised from voluntary sources. The 1987/88 target for voluntary funding is £12.5m, which will present a considerable challenge to the Appeals Director we seek.

Fundamentally, you should have the capacity to plan, direct and manage the Society's strategy for fundraising, with energy and innovation as it moves into an era of change. Ideas are always needed for new areas of funding and you will lead the drive to initiate and develop these, responding to demands from the grassroots of the organisation. Other activities will include budgets and the continued development of our present system to ensure that we make full use of our sophisticated computer power for fundraising purposes.

As a member of the Society's senior management team you must have proven skills in appeals, or in sales and marketing, as well as creative flair. Relevant experience of staff management is essential. Candidates must be committed Anglicans and have a genuine concern for the values underlying all the Society's activities.

An attractive salary and a range of benefits will be offered to the right person.

For further details and an application form, including a statement of the Society's Christian basis, please contact Evelyn Thom, Personnel Manager, quoting Ref: 063/1, The Children's Society, Edward Russell House, Margaret Street, London WC1X 0JL. Tel: 01-537 4256.

Closing date: 1 May 1987.

The Children's Society

Market Information Company is looking for people to train NOW

This expanding company is looking for lively, well educated people aged 20-26 with at least one year's work experience, to start at the end of this month as information researchers and train in marketing, sales and management.

There are good career opportunities for people who are willing to learn, get involved and work hard, and who enjoy talking and listening to people. (Fluency in French, German or Scandinavian language is useful).

Call Helen on: 01-328 9671

PROGRAMMES RECRUITMENT CONSULTANCY

THE GENERAL TRADING

SLOANE SQUARE

We are a family retail business renowned for our wide and interesting selection of quality china, glass, gifts and furniture. We have vacancies for enthusiastic people who really enjoy selling, are flexible and able to deal confidently with the general public. Any previous selling experience will be considered an advantage. Successful applicants will benefit from a friendly work environment in this popular area, a generous staff discount and bonus scheme.

For further information please call: Sarah Mackay on 01-730 0411.

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Earnings of c£16,000 CITY

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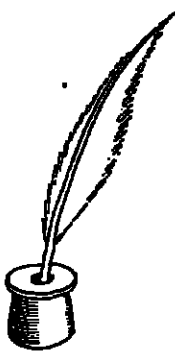
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Telesales £11,000 +

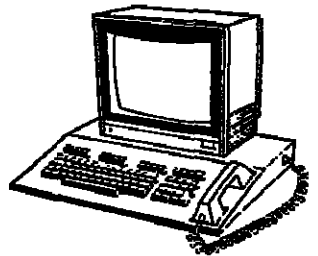
Our client is rapidly making its mark in the exciting field of computer accessories. Young and expanding, they now need 2 further telesales executives. Experience is preferred but not essential as motivation, enthusiasm and drive are more important. Rewards include good basic salary, and no ceiling on commission earnings. Based in Hounslow.

Call Lindsay Hoggie today until 7.00 pm or send her a CV.

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C&L: the story so far...in 1857, three brothers started an accounting firm in London. 130 years later, Coopers & Lybrand is one of the world's leading firms of business advisers - with one of the largest and most technically advanced IT consultancies in the UK. They need additional high-calibre IT professionals to help write a new chapter in their epic story of expansion and conquest...



FAR-SIGHTED IT CONSULTANTS

DATA: C & L: WORLD

600 offices · 100 countries · 33000 professional staff · 3500 management consultants · 1200 IT consultants.

DATA: C & L: UK

38 offices · 4500 professional staff · 700 management consultants · over 200 IT consultants.

Growth rate - 3 years - 39% per annum.

MISSION - IT DIVISION

"to ensure that the firm is the leading consultancy practice in the business application of IT, thereby enabling clients to achieve competitive advantage, whilst providing a service that combines: technical IT excellence and capability of the highest order; reliable, fast and economic development and implementation capability equal to the best."

TO £40000 + CAR

IT CONSULTANCY - BASES

LONDON · Birmingham · Manchester · Bristol · Reading · Leeds · Newcastle · Nottingham · Cambridge · Edinburgh · Glasgow

overseas travel opportunities in Europe · North America · Africa · Far East · West Indies.

IT CONSULTANCY - DETAIL...

CONSULTING ACTIVITIES

IT strategy · project management · systems delivery and implementation · efficiency reviews · feasibility studies · resource and data management · system security · business/IT planning · systems integration · decision support systems · IT organisation & management.

INDUSTRY SECTORS

banking · retail · manufacturing · local & central government · commercial · health · energy · insurance · stockbroking · transport · nationalised industries · securities · leisure · marketing · IT vendors.

TECHNICAL CAPABILITY

knowledge engineering · database strategy · 4th gen/relational technology · artificial intelligence · communications & networking · prototyping · capacity planning · methodologies · system selection & tuning · software engineering · office technology · robotics.

ASSIGNMENTS - EXAMPLES

UK Armed Force: service-wide strategy study to define IT requirements into 21st century, covering operational/admin, hardware/software, comms, security, using 'state of the art' plus tools and techniques.

Leading IT Vendor: design of high security dependability network.

Stockbroker: overall management of complete portfolio of major IT projects for 'Big Bang'.

Multinational Group: development of 'intelligent' Board room and interactive decision centre encompassing total group MIS worldwide.

International Bank: QA of new electronic banking workstations and network.

European Stock Exchange: IT strategy leading to system selection, business analysis, project management and implementation.

REQUIREMENTS - DETAIL...

MANAGING CONSULTANTS TO £40K + CAR

aged 32 to 38 · degree · 8 yrs + IT experience · proven staff management skills · should hold/have held senior position in major consultancy, software house or computer supplier · proven proposal-to-delivery success on major assignments · ability to aid business development.

SENIOR CONSULTANTS TO £35K + CAR

aged 28 to 34 · degree · 5 yrs + IT experience · should have managed large projects from feasibility to implementation · probably with software house, computer manufacturer or large, technically advanced user · excellent written and verbal communication skills.

CONSULTANTS TO £25K + CAR

aged 26 to 30 · degree · 2-5 years solid experience of systems design or technical specialisation · high technical competence · design-to-implementation success on at least one major project · familiarity with advanced methodologies, automated design aids and high productivity tools · very high potential.

PROSPECTS: rapid career progression mandatory · promotion and salary reviews on merit · excellent formal training · unequalled opportunity to combine exposure to latest technology with development of business awareness · career paths to very top.

ACTION: telephone Barry Latchford on (0444) 459815 (office hours) or (082572) 3197 evenings and weekends or Patrick Jackson on (01) 629 7694 (office hours) or (089285) 3185 evenings and weekends or write sending a brief cv quoting ref. ST3650.



Coopers & Lybrand associates



Barry Latchford Associates

Blair House, 7 Hazlegrave Road, Haywards Heath, Sussex RH16 3PH

Tel. (0444)

459815-9

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Bien sûr il faut parler français et maîtriser aussi bien le marketing et la commercialisation de produits grand public que la

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Consultant Cardiologists

Negotiable TAX FREE salary. Saudi Arabia.

Two positions in two major referral centres.

Clinical responsibilities include: inpatients, outpatients, consultations, ICU, EKG, Echo, Rf heart cath, subspecialty teaching for physician and ancillary personnel, and a modest amount of shared general internal medicine. One position to develop cath. unit (fully equipped) for more extensive invasive studies.

There are excellent opportunities for professional development, a negotiable TAX FREE salary, and good benefits package.

One of the world's largest healthcare organisations, AMI manage 4 major hospitals on behalf of the Saudi Arabian Government, including the recently awarded contract for the Dhahran Medical Centre.

Minimum requirements are for 3 to 5 years post MRCP experience, including 2 or more years in Cardiology. 1 or 2 year renewable contracts are available.

Please send full cv, quoting reference T 94 or telephone 01-839 3812 or 01-409 1680 for an application form.

AMI Middle East Services Ltd
79 St James's Street, London SW1A 1EE

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The Chartered Institute of Arbitrators requires a highly competent Administrator aged between 35 and 45 years. Experienced in servicing committees is important and some legal knowledge is desirable.

Salary not less than £15,000.

Applications in writing to:-

The Secretary
The Chartered Institute of Arbitrators
75 Cannon Street
London EC4N 5BH

REDUNDANT MANAGERS AND EXECUTIVES

Marlowe Sachs, a subsidiary of a major public company are intermediaries in the field of Unit Trusts, Pensions, Investments (on-shore and off shore) and Insurance.

Our plans for 1987 are far reaching and we are currently looking for progressive individuals who have had a successful background in management to join our team of sales professionals in the city.

Full training and technical support are provided, together with an attractive income package and the chance to build a sound career in one of the most rapidly growing industries in the UK.

IF YOU HAVE THE DRIVE AND DETERMINATION TO SUCCEED...

Please send full cv, to:
THE MANAGING DIRECTOR,
MARLOWE-SACHS LTD,
28, GREVILLE STREET,
LONDON EC1N 8SU.

Tel: 01-242-2420



GENERAL APPOINTMENTS

Advancing the frontiers of Non-Stop Computing and Distributed Processing

Non-stop Computer Design

We are known for our fault tolerant software systems capability, and intend to advance the frontiers of fault tolerance and non-stop hardware.

If you have experience of state of the art non-stop hardware design you'll feel at home here. You may even be capable of spearheading our team of fault tolerance experts.

You will contribute to the development of the first and fastest non-stop Unix design in the UK. Our MOMENTUM range is evolving into the forefront of industry standard high performance non-stop capability.

In 1986 we won the Queens Award for Technology, achieved our best ever turnover figures and made a record level of profit. We're starting to raise a few eyebrows, to put it mildly.

With nearly 20 years of continuous achievement to our credit and an unrivalled reputation for pioneering exceptionally fast, fault-tolerant mini computers and communication systems, we've a lot to be proud of.

We're now embarking on more growth at our brand new Hemel Hempstead headquarters and would like to talk to experienced computer industry professionals keen to play a leading part in our future.

In the first instance, contact our Technical Director, Garth Shepherd on (0442) 42277 TODAY between 2pm and 5pm. Alternatively send a brief CV to Dennis Wing at: Information Technology plc, Technology House, Maylands Avenue, Hemel Hempstead Herts. HP 2 7DF.

£25,000 neg+car



Information
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HELPING PEOPLE TO MANAGE INFORMATION

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High speed transaction processing systems are a key area of specialisation for ITL. We intend to network our TP facilities and take full advantage of the evolution of industry standards, within for example, ISO SC21 and ECMA TC32.

You will contribute to the evolution of our MOMENTUM range into distributed transaction processing in a high performance UNIX environment.

To succeed, you will have developed TP systems as well as network applications. Experience of UNIX, 4GL, CICS or their equivalent is part of our culture. They should also be part of yours.

Hertfordshire

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Millbank, London

ICI's in-house Office Skills Centre is based at corporate headquarters in London and provides comprehensive training to Managers and Secretarial staff in the effective use of information technology.

Joining a small team of Trainers, your responsibilities will include assisting in the implementation of new systems and providing on-going support to IT users.

A sound educational background should be combined with good

communication skills and some training experience, preferably in an IT environment.

A competitive salary is supported by profit sharing, pension fund, season ticket loan and other large-company benefits.

Please send full cv to Linda

Kennedy,
Personnel
Department,
Imperial Chemical
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House, Millbank,
London SW1P 3JF.



SENIOR TRANSLATOR/INTERPRETER

THE ABOVE VACANCY EXIST IN THE LANGUAGE SERVICES BRANCH OF FIVEATF HQS (NATO) LOCATED IN VICENZA, ITALY.

Essential qualifications:

- Full proficiency in English, French and Italian.
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Duties:

- Translation and interpretation in all three languages.

Basic Monthly Salary:

- It.Lire 4,1/8,200 plus applicable allowances, health insurance and pension scheme coverage.

Please apply in writing not later than 30th April 87 enclosing C.V. and photocopies of probatory documents to:

FIVEATF HQS
Personnel Division
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36100 VICENZA, ITALY.

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Attractive salaries + banking benefits

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TSB Trustcard continues its rapid development in the growing market sector of credit cards and related services.

To help meet our business requirements, we are looking for career-minded financial services people, aged mid to late 20s, who are finalists or qualified Associates of the Institute of Bankers with a record of achievement in their careers to date. The ability to plan, organise and communicate is essential.

Your skills and experience will be matched

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In return for your commitment and adaptability, we offer real career development opportunities and an attractive remuneration package which will include the usual valuable banking benefits. Full assistance with relocation expenses is available.

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or telephone Brighton (0273) 724666
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TSB TRUSTCARD

WANTED TRAINEE MORTGAGE UNDERWRITERS WHO ARE

POSITIVELY CHARMING & CONFIDENT
COMMITTED TO ACHIEVING EXCELLENCE
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ABLE TO LEARN QUICKLY

A fast expanding company in the financial services field requires trainee underwriters to join their energetic harworking team.

You will work from their brand new premises by London Bridge, receive full training, a good salary and excellent prospects.

If you are aged 20-26 with a minimum of 3 'A' levels or equivalent call:

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O.T.E. c£25,000 + CAR

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Our record of success to date has been excellent and we are now looking for an experienced sales professional to join our team.

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Datastream International Ltd,
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Please include a day telephone number where possible.

Assistant Secretary

London to £20,000 + benefits

Our client, a major financial institution, has created this new position to play a key role in the company's ambitious plans to take advantage of exciting new business opportunities.

In-depth knowledge of Company Law and share issue and registration, coupled with man-management and secretarial planning experience in a commercial environment, will fully equip you to assist in the formulation and implementation of company plans. Reporting to the Deputy Secretary, you will provide a professional secretarial service - dealing with legal and regulatory requirements and advising on matters relating to data protection, trade marks, consumer

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A qualified company secretary, company lawyer or accountant, you must have broad practical experience in a company secretarial, with particular emphasis on share dealing and registration. Analytical and fast sighted, you must be able to communicate at the highest levels.

The salary, negotiable dependent on experience, is accompanied by the excellent range of benefits to be expected of a financial institution.

Please send full cv, which will be forwarded to our client unopened, quoting Ref: C4011/T. (Address to our Security Manager if listing companies to which it should not be sent.)



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Please send your CV to:
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Kent TN17 9EZ.

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Do you enjoy communicating with people and as much as you do? You will need a solid background in computer science, enthusiasm and an outgoing personality. This unusual and interesting post (currently unadvertised) in our present career development programme offers a salary and company car. If you would like to find out more, please contact Mrs. Perryman on 0428 724248.

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Our quest for growth is matched only by our desire not to compromise our standards by settling for second best. The property market is rapidly moving into a consumer-orientated age, in which the public, thankfully, refuse to settle for anything less than the best. Where do you stand today? We have a track record in estate agency over the last seven years that speaks for itself: a drop in the ocean, however, against what we aim to achieve in the next seven. Applications are invited from individuals aged 25-35 who have commitment, integrity and a passion for success - the key ingredients for making it at Feron Sutoria. We seek negotiators (estate agency experience is not essential) who can rapidly progress into management. An initial salary/commission package is offered of circa £30,000 per annum, plus company car. For the right individual this will be a healthy beginning, not a self-settled end. Applications in strict confidence, in writing only, to Mr F Sutoria, Feron Sutoria, 85 Notting Hill Gate, W1T.

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With initiative and commonsense required to run single-handedly (with support from the firm's accountants) the accounts department of a busy West End antiques booksellers. Salary £12,000 (negotiable).

Reply to BOX G64.

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Our successful young company is looking for an enthusiastic and self-motivated sales executive with a sales background in display advertising. The successful applicant will be required to work with clients and agencies direct. Salary £13,000 + car.

Please contact Sharon Saggars on
01-434 9981.

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Within 2 years your income should exceed £25,000. Following a successful period of development in the Security Financial Management an excellent post of Financial Consultant in 1987. The same 180 employees is synonymous with success and professional management in the financial services industry. The Financial Consultant will be responsible for the recruitment, training and development of staff in the financial services industry. The successful candidate will be required to work with clients and agencies direct. Salary £13,000 + car.

Please contact Sharon Saggars on
01-434 9981.

Schroders

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WOULD EXECUTIVE SEARCH BE AN

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FOR YOU? TO INVESTIGATE
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The position includes clerical work, use of microcomputers and confident liaison with brokers, and offers good prospects for future development. Applicants with a knowledge of French or German will be preferred. The successful candidate will be expected to take on progressive responsibilities and to study for Graduate Membership of the Institute of Credit Management.

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London E1 9UN

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A leading UK institution with a unique investment idea wish to appoint 3 people between 30 and 45 for its marketing operations. Possible earnings in excess of £30,000 (commission) per annum. Telephone Ian Kirkwood Sun Life Unit Services 01-242 2222

Business Development Executive ACQUISITIONS

Chesterons Prudential Ltd, Central London's largest firm of estate agents, is continuing to pursue an aggressive growth strategy. Charged with an expansion programme to cover all of Greater London by the end of 1988, the firm has already doubled the number of its offices in the last six months.

To support this programme, an Executive to assist the Business Development Manager is required. As an active member of the acquisition team, the Executive will be required to travel extensively throughout Greater London researching trading locations as well as assist the Manager through all stages of acquisitions. The candidate will also be involved in projects undertaken to expand new and existing business areas.

The ideal candidate will be aged between 23 to 26, hold a university degree in business studies or a related subject and be conversant in the use of microcomputers. As the number of outstanding opportunities within Chesterons is enormous, the candidate's career progression will be limited only by motivation and experience.

Interested applicants should send their CV in confidence to:

Edward J. Schuck, Business Development Manager,
Chesterons Prudential Ltd, 40 Connaught Street, London W2 2AB

**CHESTERTONS
PRUDENTIAL**

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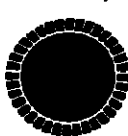
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GENERAL APPOINTMENTS

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Please send applications, quoting reference TR. BONDS., to Mark Hindle, Personnel Officer, Capital Markets Group, Chemical Bank, 180 Strand, London WC2R 1EX.

CHEMICAL BANK

HORIZONS

A guide to
career development

'Redundant managers are more intelligent, imaginative, conscientious, calmer, unconventional, independent and less tense than their employed counterparts'

Too trusting for their own good

Being good, even very good, at your job is not enough. It is just as important — more so, some would say — to fit in with your organization; to be part of the team. Some people, of course, are more adaptable, more politically conscious than others. But many managers need to cultivate the inter-personal and political skills that will help them to survive.

A survey by the Cranfield School of Management showed that redundant managers were more intelligent, imaginative, conscientious, unconventional and independent-minded than their employed counterparts. They were also calmer, more venturesome, less tense and less inhibited.

Yet all these qualities could not save them from redundancy — because they were also shown to be more trusting, more naive and less self-critical than managers who had retained their jobs. In other words, they lacked survival skills.

The survey, commissioned by Pauline Hyde and Associates, the London outplacement consultancy with branches in Manchester, Dublin and Glasgow, was based on the personality profiles of just over 200 redundant executives, aged between 32 and 60, whom Mrs Hyde's company had groomed for new jobs.

One reason for the survey was that an industrial psychologist on her staff, Veronica Lane, had noticed that naïveté, in the area of inter-personal skills, constantly recurred in the profiles of redundant senior executives. The report (*The 'N' Factor in Executive Survival*, price £5.95) showed her empirical observations were well-founded.

Says Veronica Lane: "These managers were able, bright, single-minded, loyal, enthusiastic and task-orientated — but task-orientated to the detriment of their



Despite their qualities, many managers need to cultivate their personal and political skills to survive, says Sally Watts

"Management skills at a time of redundancy might well include the capacity to avoid unpopularity with senior managers rather than to be forthright, the report adds.

Eventually this type of manager is eased out because, although he does a good job and is a good person to have in the company, he is "difficult to get on with". His peers may feel uneasy with him or wary of him; they may not trust him, even see him as a threat.

Good managers he may be, but this is not enough: he must be seen as a good manager by the decision-makers.

"In retrospect, these managers usually see where they went wrong and could kick themselves," says Veronica Lane. Her advice is: "Be very aware of the effect your behaviour is having on your colleagues. Do not take their support for granted."

Dr Shaun Tyson, who headed the Cranfield study team and is a management consultant, emphasizes awareness as the major survival skill, observing those around you and — if yours is an organization where acquiring the "right" pattern is important — noting their style, everyday behaviour, how they dress.

Equally important is self-awareness, to show you the effect you are having on others, how they react to you, how they speak and behave to you. People who particularly need to cultivate awareness are those who are "locked into a work discipline", such as science, accountancy or engineering, rather than the ones in more "extrovert" areas like sales.

"Often managers do not start picking up the clues until too late," he says. "The warning signs could be an efficiency review, being omitted from meetings, the fact that the boss does not discuss major work issues with you.

"You will need the survival skills of a hunter in the jungle. Keep your antennae working. In a risky situation, try to become associated with the company's mainstream activities, something prestigious rather than supportive."

Dr Tyson, who has worked in the civil service and spent 11 years in industrial personnel management, urges managers new to a company to "suss out" the accepted patterns: observe what behaviour is rewarded, what behaviour is not, who has status.

Do not express too many opinions, but listen, watch, and develop "psychological attending", taking note of what people do not say as well as what they do say, and how they say it: their tone of voice, body language, and so on. If you want promotion it is also important to get on with your boss's boss.

Change is a major factor in today's fluid competitive business scene, making the ability to adjust and adapt even more valuable. The City is an obvious example where, as Dr Tyson points out, 24-hour trading, fierce competition, and the American practice of the 8am working breakfasts underline sharper attitudes.

Some managers have difficulty coming to terms with changes in market conditions. But the most traumatic changes stem from reorganization or a takeover. The more aware and flexible manager will be alert to new methods. Others will ignore the change, keep their heads down, and delude themselves that things will continue as before.

A takeover, says Dr Tyson, is the time for executives to consider whether to build their future career with one organization or between companies, and today's growing scepticism of the corporate message leads many to start managing their own career, building up

Try to include a lump-sum 'golden parachute' clause

blocks of experience to make themselves a good market commodity.

He advises managers negotiating a short-term contract to try to include a "golden parachute" clause, giving them a lump sum in the event of a takeover to cushion the impact.

What of the manager who is fundamentally unsuited to the constraints of adjusting to a large company? He might well look for a smaller business or organization. Says Dr Tyson: "The future may lie with a slimmed-down, smaller, streamlined organization needing entrepreneurial spirit."

"This can be more satisfying, allowing greater individuality and your contribution can be seen and recognized. There is the chance that it will be taken over, but it offers the opportunity for more creativity and freedom to express yourself."

*The 'N' factor distinguishes between naïveté and shrewdness in R. B. Cattell's 16 personality factors test.

BANKING & ACCOUNTANCY



ROYAL COLLEGE OF
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AND
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The College is a membership organisation concerned with standards of care, training, education and examinations in the medical speciality of obstetrics and gynaecology.

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Salary £18,000 - £23,000

The College has an immediate vacancy for an accountant who will be responsible for a small accounts department. The successful applicant, aged 25 to 45, will ideally be fully qualified with experience of final annual accounts, balance sheets, budgetary control and able to liaise with people at all levels. A knowledge of computerised accounting systems would be a definite advantage.

Excellent working conditions include interest free season ticket loan, free lunches, private health care, flexible working hours and superannuation scheme.

For details and an application form please contact: Mrs Anita Simmonds, RCOG, 27 Sussex Place, Regent's Park, London, NW1 4RG. Telephone: 01-262 5424 ext 223.

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Accountancy Personnel, Britain's leading specialist recruitment consultancy, has a proven policy for continued expansion and can offer unrivalled career prospects with widely varied and challenging opportunities.

We are currently seeking a well educated career minded professional with an accounting background and an outgoing personality, to join our successful public practice department.

Please contact: Fay Bishop,
General Manager - Public Practice



Accountancy
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2nd Floor, 63/65 Moorgate, EC2R 6RH
Telephone: 01-628 8525

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To £20,000 pa + benefits

Large firm of Solicitors in London WC2 require Trust Accounts Assistant for their private clients' department. Relevant experience essential, including some probate. The work is interesting and varied and there is scope for initiative.

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(Recently or Nearly Qualified)

Lucas CAV Limited, is a division of Lucas Industries plc, manufacturing a wide range of fuel injection equipment for automotive, commercial and industrial applications in an international market place.

A young accountant is required to carry out internal audit and ad hoc assignments for this international group of engineering companies.

Candidates should ideally be in their mid twenties, be self motivated and capable of working on their own initiative. This post will be based in Gloucester but there is a requirement to undertake extensive travel in the United Kingdom and overseas.

This is an excellent opportunity for a young accountant to obtain a broad experience working for a small team in a large group of companies. A competitive remuneration package will be offered to the successful applicant.

For further details please contact the

Personnel Officer, Lucas Bryce Limited,
Gloucester Trading Estate, Hucclecote, Gloucester.
Tel: (0452) 371771 Extension 213.

Lucas CAV

FINANCE
SECTOR £14,000

This progressive financial services company seeks a Management Accountant aged 25-30, who is actively studying, to assume a broad role within a pressurised, fast-moving environment. Responsibilities include preparing monthly management accounts, statutory accounts and development of computerised systems. Excellent career prospects and a competitive benefits package. CENTRAL LONDON. Ref: MH

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ROLE c£11,000

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Robert Half Personnel
Roman House
Wood Street
London EC2Y 5BA
01 638 5191

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Due to promotion one of London's leading and rapidly expanding companies has a vacancy for an accountant (preferably under 35). In return for your expertise a salary of £18,000 to £22,000 and excellent benefits are offered.

For further details contact:
Robert Berry
01 629 9821.
Reflex Executive
Division.

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An opportunity has arisen for two people aged 24-30 to build a successful business within the financial field. High earnings during training, rising steadily with an opportunity to enter management.

Call Peter Ross on
01 491 3385

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Trainee Broker for Europe's leading brokerage, dealing directly with clients. Full professional training. Profile should be 25-35 with unusual degree of ambition. Substantial package through training programme.

Call John Kilham-Toppin
01-493 6432

FINANCIAL Analyst/Sales Product salary £14-£18,000 p.a. plus Commission benefits. Our progressive European Sales Group with H.Q. in London & New York, have an exciting career opportunity for a large individual to provide first class financial services. The role involves high level management, reporting, the constant liaison with the States and will offer a creative, stimulating environment with a high level of challenge and a superb team. Ring Chris Davis on 01-485 4011.

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To £15,000 + car

Following a recent reorganisation a well known and ambitious private group with a turnover in excess of £100m has created three new positions for partly qualified or well experienced accountants aged 23-30. Each reports to a Chief Accountant and will have regular contact with operating companies supervising accounting staff in the preparation of management information and statutory accounts. There will also be involvement

in the development of computerised accounting systems and in providing financial advice to senior management.

All three positions will provide excellent line management experience and give a sound base to take advantage of career opportunities in this expanding group.

Please write with full CV and daytime telephone number to
John P. Sleight FCCA,
quoting reference
J583/D8.

Lloyd
Management

125 High Holborn London WC1V 6QA Selection Consultants 01-405 3499

KEY ROLES IN
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Baker Street £20,000+ plus excellent benefits

Profitability and efficiency have never been more important to Abbey National. Recent legislation has created a fiercely competitive marketplace in the financial services sector, and our management teams need top-class people to ensure that the Abbey can continue to expand successfully into new business areas.

We therefore have vacancies in our Group Budgets and Management Accounting Division for two accountancy professionals to lead highly qualified teams of financial analysts.

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You will make a major contribution to the Society's business by advising management on how to enhance the profitability of both services and operations. This will involve developing computer models to analyse existing as well as future products. You will also be responsible for monitoring the efficiency of over 660 branch offices.

You should be a graduate accountant or an MBA and ideally have at least 3 years' relevant financial

experience. Previous exposure to computer analysis would be an advantage.

Manager —
Budget Control

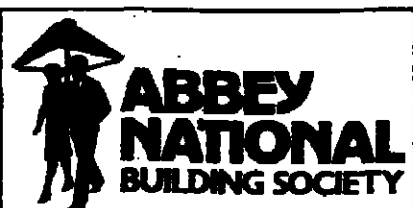
You will assume responsibility for the Society's budgetary control procedures covering management expenses, commission and fee income, and capital expenditure. By clearly defining budget parameters and making regular budgetary analyses, you will play a vital role in strategic planning. You will also advise individuals on methods of managing budgets and forecasts and be involved in computerisation of the accounting function.

You should be a graduate accountant and ideally have at least 3 years' relevant experience in the financial sector including excellent man-management skills.

The negotiable salaries are accompanied by the range of benefits to be expected of a large financial institution, including excellent pension and profit share schemes, subsidised BUPA and relocation assistance where appropriate.

Please write or telephone for an application package to Bill Whitehead, Personnel Officer, Abbey National Building Society, Abbey House, Baker Street, London NW1 6XL. Tel: 01-486 5555 ext 4551.

The closing date for applications, which are invited from all sections of the community, is 27 April 1987.



WE'VE SUCCEEDED IN TURNING YOUR HEAD...ARE YOU CONFIDENT IN YOUR ABILITY TO TURN OURS?

major organisation study, a management information system, or a profitability review for a bank, venture capital company or newspaper publisher.

On the other hand you may be involved in a privatisation study or a review of a merger or acquisition. The permutations are endless but without exception provide the challenge and stimulus for your developing intellect and the momentum to maintain your upward progression.

Now that we have given a new slant to these crowded advertisement pages we feel compelled to tell you, a QUALIFIED ACCOUNTANT or MBA, about the management consultancy opportunities currently available with Touche Ross.

As an ambitious 28-35 year old, with a good degree and several years' successful industrial or commercial experience, isn't it time you broadened your career into the sharp and of business decision making? Putting our natural modesty to one side for a moment, there is probably nowhere better to achieve your goals than with Touche Ross Management Consultants. Following an initial training period you could, for example, be working as part of a team advising on a

Touche Ross
Management Consultants

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Senior Building Maintenance Surveyors, Highway Design Technicians and new Graduates, Project Managers.
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Design Development Engineers for Electronics Companies working in Filters and Fibre Optics Design.
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W1 £13,000
Opportunity to move into high finance with a prestigious merchant bank. Assistant accountant - all aspects to balance sheet. Excellent benefits, mortgage subsidy. Ref: 86038.
BOND ST. 79 New Bond Street, W1Y 9BD 01-493 3813

SYSTEMS ACCOUNTANT

W1 TO £20,000 + MORTGAGE
Substantial Investment Group offers superb career development to an ambitious, qualified Accountant with proven systems skills. Early line management; plus cheap loans, BUPA, Bonuses, Mortgage. Ref: C7507.
BAKER STREET 106 Baker Street W1M 1LA 01-935 1493

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W1 £16,000
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R. STAHL, Fortschritt GmbH of Stuttgart are part of an international group and a leading supplier of modern overhead material handling systems. Applications are invited from Electrical/Electronic Graduates with knowledge of material flow and programmable destination control systems. The successful candidate would be expected to work in Stuttgart as part of a young team. Following training, there would be excellent prospects in joining an international Project Management Team. Two/three years work experience, together with a knowledge of German would be an advantage but not essential. An attractive salary is offered together with relocation expenses.

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Mole Street, Birmingham B11 1XA

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We are one of Britain's leading publishing houses, based in Mayfair, where recent exciting developments have created opportunities for highly skilled Secretaries to join our dynamic team.

We are looking for:
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SECRETARY/PRODUCTION ASSISTANT
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If you have fast, accurate shorthand and typing skills, sound organisational ability, with a good track record as a first class Secretary within a commercial environment, looking for challenge and involvement, we would like to hear from you.

Salary range is £7,500 - £9,500, according to age and experience, plus many attractive additional benefits.

To apply, please telephone 01 493 7070 or write, enclosing a full CV, to:



Melanie Laine
Personnel Officer
COLLINS PUBLISHERS
8 Grafton Street
London W1X 3LA

Collins Publishers

Directors' Secretary

Insuring the risks associated with the search for new oil and gas reserves is a complex undertaking - and one in which Leslie & Godwin Energy Resources Ltd. excel. The Managing Director and Directors of the company, a part of a leading international insurance group, are now looking for someone to provide them with a full secretarial service.

Joining a small, flexible team, you will be involved in keeping diaries, making travel arrangements and receiving visitors, both from the UK and overseas, to the London offices. You will also be expected to deal with a significant volume of word-processing. Aged 20+, and an effective communicator, you will already have had experience of working as a Senior Secretary and will be able to demonstrate good WP and ideally shorthand skills.

A good salary depending on age is being offered together with an attractive package of benefits.

Please send a full CV to Hana Smouha,
Assistant Director, Personnel Department,
Leslie & Godwin International Limited,
6 Brahm Street, London E1 6EJ.

Leslie & Godwin Ltd.

AUDIO SECRETARY

West End Property Company requires an accurate Audio Secretary (aged 21+) to work for 3 Surveyors in their Project Department. You must be presentable with a good telephone manner and a sense of humour. Immediate start.
Salary £8,000 - £8,500.
Staff discount on a wide range of Company goods.

Please write with CV to John Finlay,
Dixons Commercial Properties Ltd.,
84 Grosvenor Street, London W1.
(mark envelope private and confidential)
(Strictly No Agencies)

2 EXPERIENCED SECRETARIES

With WP experience required for rapidly expanding City-based Interior Design Company.
Bright personality and ability to work under pressure essential.
Salary c. £9,500
Please apply in writing with CV to:
Sylvia Withers
SHORLAND
1/3 College Hill EC4R 2RA
No agencies

EDUCATIONAL ADMINISTRATION

(Starting £7,500 to £12,500 p.a.)
Leading independent college of further education (Central London) currently has two of three administrative opportunities (of varying responsibility) likely to be of particular interest to those seeking a job in a second or third career in an educational environment.
Applications are invited from well-qualified candidates aged 20+ with ordinary entry and ability to communicate well orally and in writing. Fluency, warmth of personality and sense of humour are important qualities. Keyboard skills desirable.
Write: Managing Director, Messy Executive Selection,
100 Baker Street, London, W1. Tel: 01-835 8694

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Age 21+ £10,000
If you enjoy a varied and interesting job using your secretarial skills, dealing with personnel matters or using Word Processors and Databases, this is your opportunity. You must have lots of commonsense and initiative.
For further details call Kim on 01-834 0031.
St Stephens Secretariat Ltd. (Rec. Cons)

P.R. CHLSEA

c £10,000
Working for M.D. of successful PR and Marketing Co with clients in T.V., fashion and beauty products. Fast growing, age 25ish, working in lively SW3 offices.
Vivienne Voeckler.
01-493 3895 (rec. cons.)

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Smart applicant needed to organise and control busy reception area in our new business centre in Hamersmith. Must have knowledge of Monarch/typing/telefax. Salary c. £8,000 p.a. Excellent prospects for the right person.
Contact Angela Fels or Marian Hocking on 01-862 7181
No agencies

SALES ASSISTANT HALCYON DAYS

We need someone with top retail experience to sell beautiful collectors' items.
Very busy, happy atmosphere.
Excellent salary and prospects.
Please write in confidence to:
Managing Director, Halcyon Days,
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(Salary Band £10,000 - £11,000 p.a. inc. Ben.)
For Managing Director and Business Development Head of a leading international company, we require a Personal Assistant/Secretary with a minimum of 5 years' experience in a similar position. The person must be a well educated, personable, highly motivated, efficient, and capable of working in a fast paced environment. Excellent salary and prospects.
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Halcyon Days, 14 Brook Street, London W1Y 1AA.

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Contact Angela Fels 01-862 7181
No agencies

SEC EC2

Director of a City based international company requires an exp. sec with good S/H and typing skills. The work involves around legal matters, and is varied and interesting, with some client liaison. Staff mature, pleasant, and experienced. Ages between 25 to 40 years, with relevant exp. Own office + excellent salary package.
Please ring or write to:
Hana Smouha at RPL on 01 585 6722
16-28 Tabernacle Street, London, EC2A 4BN. Agy.

PA/ADMIN

M.D. of prestige restaurant in SW10 requires young career person to take charge of the day to day running of the office. 50% accounts/50% admin. Hours 10am-6pm, min 50wpm typing. Full training on computer system given. Salary negotiable.
Send cv: M.D.,
2 Holloway Road, London NW10 9NY

CHELSEA ESTATE AGENTS

Requires experienced secretary capable of running day to day affairs of a busy estate agent. Excellent salary and prospects.
Written applications and CV's to Mr M.H. Thomas, Director, 45 Soane Avenue, London SW3.

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for a new, exciting and demanding challenge

Assistant Committee Secretary - a key member of the team which is preparing the way for The International Stock Exchange to become the foremost centre for international equities trading in the world, and embarking on a top-priority project to develop and run a fully-fledged foreign equity market. We are now seeking someone with a high-level secretarial background to take on this role. Working closely with, and providing complete back-up for, the Committee Secretary, you will provide secretarial, administrative and organisational support to the principal Foreign Equity Committee and its various Sub-Committees. You will be coming into an environment which is both innovative and hard working and, without doubt, your skills will be put to a stern test. However, you will join us at the outset of an exciting and challenging project which should prove to be a rewarding experience.

An A' level education, accurate shorthand and word processing, good communication and interpersonal skills. Initiative and responsibility are prerequisites for this position. Previous experience of the international securities business or of committee work is desirable but not essential. The starting salary will be around £11,500 p.a., and excellent benefits include a fully-paid season ticket, lunches, BUPA and a non-contributory pension scheme. Please apply with a full c.v. to Linda Scotts, Personnel Manager, Information Services Division, The International Stock Exchange of the United Kingdom and the Republic of Ireland Limited, Old Broad Street, London EC2N 1HR.



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£14,000
ACCOUNT HANDLER IN W1

Lively advertising agency seeks experienced person to deal with retail accounts. Smart appearance and good standard of education are essential. Age 25+.

For immediate interview call on 01-734 8944 or send your cv in strictest confidence to:
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London W1V 3LE

SECRETARY/PA TO CHAIRMAN/MD

Salary circa £10,500

I am seeking a first-class Secretary/PA with good organisational ability to work in a busy and varied environment. You will arrange social events, customer appointments and Senior Management Meetings.

The Company is a major supplier to the newspaper industry and the position calls for an excellent communicator with a good telephone manner. Short-hand required but fast speeds are not essential. Age 25-35.

For interview phone P. Walker on 01-405 3642

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If you can do ten things at once, work under pressure, willing to work late when the situation demands and still retain a sense of humour, here is an excellent opportunity to join a fast growing firm of structural engineers. We need a first class, ambitious secretary with excellent secretarial skills (short-hand not required) with ability to deal with all aspects of the day to day running of the office. Experience in the building industry would be an asset.

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Contact: Christina Little
Whitby and Bird
3-6 Alfred Place, London WC1E 7EB

PA + MARKETING 12k + COMMISSION

This is a new role in a small and expanding company in the computer graphics field - combining both office and marketing skills. This would involve a lot of travel and a good knowledge of the computer industry. The job involves both administration and marketing. The Marketing Role

The Marketing Role involves overall supervision of the office as an efficient and well run team, with some typing and other administrative duties. Salary offered by a competitive company.

The Reward £12,000 plus commission - commission will be a significant part of the package. A company car is also just around the corner. This is an exciting opportunity with real prospects for advancement. For more information please contact David Neville on 01 437 2202

TEMPTING TIMES

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RECM Monday, John off busy team of Creative Technicians. We need you! Please contact: 110 Fleet St, EC4 3BS 7696.

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SECRETARY to MD. 17, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100. Please apply to: 110 Fleet St, EC4 3BS 7696.

ADMINISTRATIVE MANAGER

Bright versatile person capable of co-ordinating all administrative duties and assisting the M.D. on special projects. Typing and computer experience essential.

Salary: £10,000+.
Please send cv to:
Mrs Norris,
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Tel: 235 9776

NON-SECRETARIAL

RESEARCH/Secretarial/English. French travel client. £2,500. No previous exp. req. but proven ability to work in a team. Please apply to: 110 Fleet St, EC4 3BS 7696.

MAGAZINE publisher in Fleet Street seeks experienced person to handle all administrative duties and assist the M.D. on special projects. Typing and computer experience essential. Salary: £10,000+.

PA/Sec to MD. 17, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100. Please apply to: 110 Fleet St, EC4 3BS 7696.

RESEARCH/Secretarial/English. French travel client. £2,500. No previous exp. req. but proven ability to work in a team. Please apply to: 110 Fleet St, EC4 3BS 7696.

MAGAZINE publisher in Fleet Street seeks experienced person to handle all administrative duties and assist the M.D. on special projects. Typing and computer experience essential. Salary: £10,000+.

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A well-established firm of commodity brokers is seeking for an enthusiastic Secretary to work in one of their busiest departments.

You will be reporting to the Senior Trader who is a young successful American and will be responsible for the day to day running of the department. You will need to be able to speak and write in French or German. Your duties will be to deal with clients and to talk to visitors. Your boss will rely on you to ensure that their work is done as smoothly as possible from start to finish.

As well as your language skills you will need excellent secretarial skills of 100-60, some age and an ability to work hard in the fast moving environment, where you have a real chance to get involved in trading.

Age 23-35.
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01-408 0424

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£8,500
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Age up to 25.
Call 031 5495 Crawford Recruitment.

PA/SECRETARY

Required for private international travel and tourism, to strengthen support for driving staff and be right hand to an Assistant Director. Immediate involvement in Direct Mail. No S/H required. Education to 'A' level desirable, sound WP. Knowledge of French an advantage. Preferred age 23-30. Apply: Staff Director

23 Tavistock Square, London WC2E 7NQ

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Required for private international travel and tourism, to strengthen support for driving staff and be right hand to an Assistant Director. Immediate involvement in Direct Mail. No S/H required. Education to 'A' level desirable, sound WP. Knowledge of French an advantage. Preferred age 23-30. Apply: Staff Director

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FOOTBALL: ARSENAL PLAYER ADMITS OWN GUILT

Leeds trio revel in change of fortunes



FA CUP

By Martin Searby

Three key members of the Leeds United team who are within 90 minutes of a Wembley appearance can reflect on a substantial change of fortune that has given them a second opportunity to step into the Cup spotlight they thought had passed them by. The most notable is Mickie Adams, who left Sunday's opponents, Coventry City, in January to return to his native county.

"The thought of a Cup run like this never entered my head when I joined Leeds," he said. "I was very disappointed when Coventry left me out of the squad for the third round game against Bolton a few days after I asked for a transfer. I could have kicked myself for not waiting but in the event they did me a big favour because otherwise I would have been cup-tied."

With Bobby McDonald and Mark Aldredwood ineligible, Adams, aged 25, has played a crucial role in Leeds' run since his £110,000 move. He provided



Adams: crucial role

the pass which led to the first goal against Queens' Park Rangers and scored the second at Wigan.

While Adams might reasonably have expected Cup success in later years, centre back Jack Ashurst, at 32 the oldest member of the team, could have little cause for optimism.

The nearest he has been to a semi-final was watching from the Hillsborough Kop when Sunderland, the club he joined as an apprentice, beat Arsenal 14 years ago and went on to provide a major upset by winning against Leeds.

"The club gave us stand tickets but we swapped them with Sunderland fans so that we could stand behind the goal," said Ashurst, who went to Leeds via Blackpool and Carlisle United. He has made a significant contribution at the heart of the defence. "I have been in the game a long time and for me this will probably be the last chance of a Wembley final, and I have to take it. Although we are the underdogs I reckon we are in with an even money shot."

Ashurst's partner in the middle, club captain Brendan Ormsby, has never been beyond the fifth round in an eight-year career with Aston Villa before joining Leeds just over a year ago. He, perhaps, has most cause to be bitter at his personal cup disappointment.

He did not even make the substitute's bench for Villa's European Cup final win over Bayern Munich in Rotterdam five years ago. "I played in the first two rounds of the competition and then went out of the side, and though I travelled to Holland for the final I was seventeenth man. That was really hard for me to accept because two others who had not even played in the earlier rounds got places on the bench," he said.

Ormsby, aged 26, will have the job of marking born-again Cyrille Regis and gives voice to the best chance Leeds have had of a final appearance since that defeat by Sunderland. "We have got to give it all we've got and be prepared to die for the club," he says. "It is an attitude shared by all involved with the rejuvenated Elland Road team, with the cup run occasioning scenes witnessed since the heady days of success under Don Revie."

South London win through to semi-final

by George Chesterton

Some of the more significant schools competitions are nearing their climax. Derby now know that they have to play South London in the semi-final of the English Schools Football Association Inter-Association Trophy. In their replayed match, South London were taken into extra time in recording a 2-1 victory over Bromley. Hatfield scored the deciding goal.

Bruntcliffe HS Leeds, continuing their run of success, are through to the semi-final of the Nabisco Under-16 competition. They had a 3-1 win over West Derby School. Liverpool, Healey scored two of their goals and Law the third. They now meet Gushlaxton College, Leicestershire. The other semi-final is between Sir William Collins School and Lea Manor HS, Luton. The former defeated Nicholas Hawksmoor School, Herts to reach this stage.

In the semi-final of the Inter-County Under-19 Mitre Trophy, Gloucestershire and Hertfordshire drew 2-2. Andrews and Baggus put Gloucestershire two ahead at half-time but Das and Williams each scored to put Hertfordshire level, and neither side was able to get the decisive goal in extra-time.

Public confession means Williams must answer FA's disrepute charge

Arsenal's England midfielder player, Steve Williams has been charged with bringing the game into disrepute. Williams, who helped Arsenal to a 2-1 victory over Liverpool at Wembley on Sunday, has been charged by the Football Association after admitting he called the Watford manager, Graham Taylor a cheat.

Williams made his admission in a national newspaper article which appeared the day before the final. He confessed to making remarks to Taylor following the stormy FA Cup quarter-final at Highbury on March 14. Arsenal were refused a late penalty and Watford won 3-1, after which Williams squared up to Taylor on the touchline as the teams walked off the pitch. He was objecting to comments made by Taylor, who had said that he did not want Brian Stevens of Gloucestershire to referee the match.

Williams originally escaped censure because Stevens did not mention the episode in his post-match report and Taylor did not make an official complaint. But Williams' newspaper revelations gave

the FA the opportunity to move, as a spokesman explained: "We did not have anything to go on, but now he has admitted it in the paper we can take action." The player now has 14 days in which to ask for a personal hearing. If found guilty, he could face a fine, suspension or both.

Mark Dennis, the Southampton full back, was fined £250 and warned about his future conduct when he was found guilty of bringing the game into disrepute after revealing details of a fight with his team colleague, Peter Shilton in a newspaper article. Dennis has been charged again after criticising the Southampton manager, Chris Nicholl in another article.

Allied Properties, owner of the Molyneux ground, is within sight of clearing up its financial difficulties. A petition, filed in the High Court in London, to wind up Allied was adjourned for 28 days after hearing that the company had obtained planning permission for a supermarket development at the ground. Permission was, however, subject to an official inquiry due to begin on June 30. Mr John Martineau, counsel

for the petitioners, the British Bank of the Middle East, judgment creditors for £164,593, told the judge that an associated company of Allied Properties was owed £1,014 million by the receivers of Wolverhampton Wanderers (1982) Ltd.

The sum was secured by a deposit of £1.8 million by the supermarket chain which was proposing the development. Counsel for Allied Properties said the company hoped to obtain the release of the deposit.

Huge loss at Leeds

Leeds United lost £521,104 to July 1986, compared with a loss of £168,528 the previous year. The club is confident the sale of the Elland Road ground to Leeds City Council for £2.5 million, together with Billy Bremner's £1.5 million as a team manager, will produce an improved result, both in the ledgers and on the playing field. Leslie Silver, the chairman, says his report shows a "significant" proportion of the heavy loss was due to a reduction in gate receipts during the disappointing 1985-86 season and a loss on transfer deals of £221,050.

New board on show at Fulham

Fulham's remarkable fight for survival will be sealed today — at least for the foreseeable future — when the club announces a new board only six weeks after the third division side had looked dead and buried. It was then that their chairman, David Bulstrode, announced a merger with Queens' Park Rangers for next season.

The new board signalled a massive campaign to keep Fulham alive and playing at Craven Cottage. It was successfully concluded last Friday when Jimmy Hill, their former player, took over from Bulstrode as chairman designate.

Today Hill will announce the identities of the new directors as well as plans for a new launch of the club at Saturday's home game with Chesterfield.

Jesper Olsen, the Danish international winger with Manchester United, now seems certain to remain at Old Trafford. Olsen had been expected to move back to the Continent at the end of the season but yesterday began new contract talks with Alex Ferguson.

FA left in lurch by General Motors

The Football Association have begun their search for a new major sponsor following the decision of General Motors to withdraw a large part, if not all, of their support in the near future because of financial cutbacks.

The company, who have put about £4m into the English game in the last four years, have already decided not to renew their contracts for the Charity Shield and FA coaching scheme when they expire at the end of the year. But Alan Mackay, the manager of corporate and industrial relations, said that they would like to continue their sponsorship of Lillieshall's National School of Excellence, in which the FA have placed so much hope for the future success of their players.

"It's a sponsorship in which we feel part of the game and where we can help to develop youngsters not just in their football skills but also in their gentlemanly conduct on the field," he said. "We think it's a good thing to be associated with."

Ted Croker, the FA secretary, said: "We will be eternally grateful to them for helping us to launch the School of Excellence and we hope they will retain their interest."

Mackay said that the FA were "very disappointed" when informed of his company's decision to withdraw its support of the game. "We are looking at the option of eliminating a number of smaller sponsorships or taking a bite of the biggest one."

It is a bitter blow for the FA just when the game's image and popularity had been improving after the enormous damage done to it by the Brussels tragedy of two years ago. The Football League, it is believed, lost their major sponsors, Canon, as a result of the violent behaviour of English supporters in Brussels.

The falling pound against the Deutschmark was cited as the chief reason for the termination of the sponsorship. General Motors claim to be losing £1m for every penny that the pound drops and in the past 16 months it has dropped more than one pound to the dollar.

General Motors are also looking at the possibility of withdrawing from their operations and the arrival on their doorstep of another Japanese threat were other reasons.

Play-offs bring a spin-off

This season's introduction of play-offs to help decide promotion and relegation between the divisions has led to an increase in attendances in the Today League. By the start of this month, gate receipts at League fixtures were 4.44 per cent up on the corresponding number of matches for last season.

A spokesman for the League confirmed that the play-off system was "introduced mainly to maintain interest during the latter part of the season for a wider number of clubs" and the game's administrators must be justifiably pleased with the success of their plan.

With more clubs involved in promotion and relegation issues than ever before in all four divisions, the rise in attendances can hardly be a coincidence. One of the best examples of the effectiveness of the play-offs can be seen in the second division. The current top three — Derby, Portsmouth and Oldham — have opened up a 10-point margin which in previous seasons would have meant that only the top two would have been in the running for promotion. Portsmouth repeating their annual April slump, they would have had the three promotion places sewn up.

The introduction of the play-off system has now made life far from easy for the trio. With only

the top two guaranteed a place in next season's first division, Saturday's game at Fratton Park between Portsmouth and Oldham is now a vital promotion clash whereas last year it would have been a relegation battle.

Similarly, the chasing pack has the two remaining play-off places to play for rather than dreaming of what might have been if they had not dropped that home point at Christmas or had that poor run in October.

COMPARATIVE LEAGUE GATES

Team	1985/86	1986/87	% Diff
Arsenal	(17) 386,050	472,884	+23.51
Blackburn Rovers	(16) 368,917	447,897	+21.42
Cardiff City	(18) 361,441	433,778	+19.79
Chelsea	(17) 373,739	296,951	-20.55
Coventry	(17) 183,713	234,587	+27.75
Everton	(16) 496,577	503,290	+1.33
Leicester	(17) 180,474	198,925	+10.23
Liverpool	(17) 175,133	639,426	+264.42
Manchester City	(17) 148,531	178,175	+19.98
Man City	(19) 409,305	362,401	-12.46
Man United	(17) 805,042	699,780	-13.08
Newcastle	(16) 566,531	390,229	-30.44
Norwich	(17) 236,831	297,278	+25.52
Queens Park Rangers	(17) 175,124	334,246	+90.25
Tottenham	(17) 128,414	179,978	+40.53
Sheffield	(17) 257,786	233,678	-9.34
Shrewl	(18) 375,533	392,922	+3.63
Tottenham	(16) 235,215	242,720	+3.19
Tottenham	(17) 398,490	438,020	+10.87
Tottenham	(17) 175,124	334,246	+90.25
West Ham	(16) 307,450	321,564	+4.59
Wimbledon	(17) 69,412	132,566	+89.13

Liverpool protest to League over date for key game

By Ian Ross

Liverpool have protested to the Football League about the late scheduling of the crucial Everton v Tottenham Hotspur League fixture. The game, which could well decide the outcome of one of the tightest championship battles for many years, is set to be played on Monday May 11 - 48 hours after Liverpool complete their programme against Chelsea at Stamford Bridge.

The Football League have sanctioned the switch even though it contravenes their own directive which states all clubs must play their final games on the same day - the last Saturday of the season, May 9. That directive was issued to ensure the smooth running of the new promotion and relegation play-offs.

Liverpool believe that any delay could hand an unfair advantage to their two main rivals. It means that either Everton or Tottenham, or both, could go into the match knowing exactly what they must achieve to clinch the championship.

In the interests of fair play the Football League now seems certain to resolve a potentially explosive situation by ordering Chelsea to put their game back to the Monday night to coincide with the Everton v Tottenham fixture.

"In our opinion it would not be fair to have two sides going into a game possibly knowing exactly what they have to do to win the

championship" said Mr Peter Robinson, Liverpool's chief executive. "We understand that, as a result of the introduction of the play-offs, all clubs were required to complete their programmes on the same day. We can't really have the top of the first division out of step with the rest."

A Football League spokesman said yesterday: "At the moment we are monitoring the situation. Nothing is being done at present."

Mr Robinson confirmed that he had contacted Football League secretary, Graham Kelly to express Liverpool's displeasure at the arrangements.

"If the league do decide to leave the Everton v Tottenham game where it is we would prefer to have our game at Stamford Bridge put back to Monday night, although I am not too sure whether Chelsea would be happy about that," he added.

Everton were due to meet Tottenham Hotspur at Goodison Park on February 21 but the game was postponed as both clubs were involved in FA Cup fifth round ties.

Tottenham's belated assault on the League title is worrying both Everton and Liverpool.

Two weeks ago the North-West's continued dominance of the first division championship seemed to be assured as the Londoners laboured to

work their way through a sizeable backlog of postponed and rearranged games. But Tuesday night's win over Sheffield Wednesday at Hillsborough moved Tottenham up into third place on 60 points - seven behind the Merseyside duo but with two games in hand on Liverpool and one on Everton.

And while Tottenham remain outsiders to take the title back to White Hart Lane for the first time in 26 years, Howard Kendall, the Everton manager, refuses to write them off.

"People are too quick to discount clubs. They then have to change their minds when a side puts a run together. I don't think you can rule anyone out when they are so close with games in hand and with three points on offer for a victory. If you do you will end up with egg on your face," he said.

"No one expected Tottenham to win at Hillsborough but they turned up a tremendous result. Sometimes there is not the same pressure on you when you are playing away from home. People expect you to go for the draw but if you are playing well and steering clear of injuries it is well worth going flat out for maximum points."

"We did just that at Chelsea, and Spurs obviously did the same on Tuesday. They have got to be taken seriously as title contenders," he added.

McNeill not for Aberdeen

Billy McNeill, the Aston Villa manager, will not be returning to take over at Aberdeen. That was revealed yesterday by Ian Donald, the Pithead club's vice-chairman. Rumours have been rife that McNeill was about to part company with Villa, who are in danger of dropping into division two.

But said Mr Donald: "We have no interest in Billy McNeill, and have 100 per cent confidence in Ian Porterfield." That statement will come as a great relief to Porterfield, who has been plagued with wild rumours, both on and off the field, since he took over from Alex Ferguson in November.

He said: "I am determined to get stuck in here, and I am really looking forward to next season when I can get things moving."

● CHELSEA have signed former Wimbledon FC chief executive, Colin Hutchinson, as a special project director. He has signed a two-year contract with Chelsea.

Blissett determined to fulfil ambition

Luther Blissett cannot forget his tantalizing taste of the unique FA Cup final atmosphere. And it has made Watford's revitalized forward the more determined to pull the plug on Tottenham's double bid in Saturday's FA Cup semi-final at Villa Park.

Blissett, who has battled back after breaking a knee cap last season, admitted: "It's always been my ambition to play in a Wembley Cup Final. I went close once in the League Cup semi, but I will never forget my 1984 experience."

Watford had reached Wembley less than a year after selling Blissett to AC Milan for £1 million. And manager Graham Taylor invited the England forward back from Italy for the Cup Final occasion.

"The lads got a tremendous reception when they went on to the Wembley pitch before facing Everton," recalled Blissett. "I walked out as well

and the atmosphere was fantastic. I played at Wembley with England, but the feeling then was so much different. Blissett came 'home' for good three months later at half his original fee and last Saturday established a Watford club record of 161 goals.

"I feel as though I am playing as well now as at any time in my career," he said. "I've scored seven goals in the last 10 games and I am really looking forward to playing Tottenham, just because of the prize at the end of it."

Blissett's return to form coincided with the fourth round Cup win against Chelsea at the beginning of February. "I felt really comfortable against them and it's just gone on from there, getting better and better."

● In the event of either semi-final needing a replay, Coventry will play Leeds at Hillsborough on Wednesday and Tottenham will play Watford at Stamford Bridge the same evening.



Kendall: refuses to dismiss chances of Spurs

Portugal reprieves players

Lisbon (Reuters) - Portugal's Football Federation said yesterday it intends to drop disciplinary action against the international players who were involved in a row over pay and bonuses during last year's Mexico World Cup.

The announcement ended a bitter 10-month dispute which led to the 22-strong World Cup squad being excluded from international football.

A federation statement said that although an official inquiry had proved that all the offending players "had tainted the good name of the team and put the country in disrepute," all disciplinary charges were being dropped.

Eight World Cup players, including Manuel Bento, the captain, were barred from the national side for their part in the strike calling for higher bonuses. The rest of the squad refused to be selected for internationals in sympathy with their colleagues. The Federation earlier this year lifted the ban against the eight but the players said they would wait for the official inquiry before being considered for selection.

As a result of the dispute, Portugal have since fielded a second-string side in the European championship.

Board take no action over Andries handling

The British Board of Boxing Control yesterday decided to take no action over Greg Steene's corner work during Dennis Andries's heavy defeat by Thomas Hearns last month in Detroit.

Steene, manager of Andries, was "invited" to answer questions put to him by the BBC's stewards at their London headquarters involving both his failure to withdraw his boxer despite a severe beating and a dispute over the final purse for the bout. But after a 40-minute hearing a relieved Steene emerged to reveal that "the matter is now closed."

In the course of Andries losing his world light-heavyweight title to the American, Hearns, the British boxer was knocked down no less than six times. Steene was subsequently criticized for not throwing in the towel in the sixth round, when Andries was savagely attacked for the entire three minutes. The bout continued for a further four rounds. Yesterday Steene gave his version of the story.

"The people at the ringside were in a better position to judge what state Dennis was in than those watching four thousand miles away. Each time Dennis went down it was from one good punch, not a

sustained attack. Even the doctors passed him fit to continue. He had to be given every opportunity to defend his world title."

Steene continued by stating his pre-match strategy. "The plan all along was to survive the first eight rounds and then come on strong. When Dennis put Hearns down in the 10th round he could have gone on to win. If that had happened I would not have been called here today."

Steene, aged 34, then revealed that there had never been a rift over the purse between himself and Andries. "We've never had any bad feelings between us," he said. "We're still the best of friends, and I can tell you he earned much more than the £30,000 figure which has been quoted recently."

● NEWARK, New Jersey (Reuters) - The International Boxing Federation (IBF) are seeking a bout between Hearns, and Michael Olajide, of Canada, to fill their vacant middleweight title.

The IBF middleweight crown had been held by Marvin Hagler, who lost the World Boxing Council (WBC) version of the title to Sugar Ray Leonard on Monday. The defeat also cost Hagler the IBF crown.

Indians increase threat to bar all men with SA ties

From Ivo Tennant, Sharjah, United Arab Emirates

The Indian Government and Cricket Board will make no differentiation between players who have served a ban for playing in South Africa and those who have been there more recently when deliberating whether to allow them to participate in the World Cup this winter.

This means that in addition to objections over players such as Capel and Dilley, who have recently played in South Africa, the Indians may also not welcome the likes of Emburey and Gooch, despite their having served a three-year ban from Test cricket.

Mr N. K. P. Salve, chairman of the World Cup organizing committee, said here yesterday that International Cricket Conference member countries would be seeking a solution to the South African issue before a special meeting of the ICC on June 26. "It is most important to keep the World Cup family together, but the players who have been to South Africa are all without distinction to us," he said.

Mr Salve said that his visit to London to meet the Test and County Cricket Board and ICC officials last week was not under instructions from his Government. "The Board has talked to them about the future of international cricket," he said.

Allan Rae, president of West Indies Cricket Board, was also present at the talks. Mr Salve said the feeling expressed was that the member countries "should be able to work in the spirit of the Glencage agreement."

The ICC's policy that there should be no interference in team selection has in recent years been contravened by Bangladesh and Zimbabwe. The Indian and Pakistan boards gave an undertaking that they would not object to

chosen teams when given the opportunity to stage the World Cup, so the differences that have arisen need to be thrashed out as soon as possible to prevent the World Cup being disrupted.

The matches, to be played at 14 centres in India and seven in Pakistan, will be 50-overs a side. The total prize-money is only £30,000, although sponsorship by Reliance, the textile manufacturers, will run to £2 million. However financial penalties will be levied on sides which fail to bowl 50 overs in a maximum of three and three-quarter hours. There will be a £1,200 fine for

Sharjah standings

Team	P	W	L	R	Over	Run	Pts
India	2	2	0	31	91	420	4
England	2	1	1	43	96	439	2
Pakistan	2	1	1	37	97	409	2
Australia	2	0	2	35	100	352	0

REMARKS: MATCHES: Today: Australia v England. Tomorrow: India v Pakistan.

every over short in group matches and this will be doubled in the semi-finals. Mr Salve said that all 40 Indian grounds will be provided with standard equipment such as rollers and sprayers. "I am concerned about possible crowd trouble at Ahmedabad and Nagpur, and am thinking of suggesting imposing a minimum of seven days imprisonment on people who run on to the ground during play."

An international panel of umpires will officiate at the matches, which should mean that the absurdity of the ball being changed four times during England's innings against Pakistan on Tuesday, will be alleviated.

England delay selection for their match today against Australia until this morning. Whitaker, whose unbeaten 44 helped them to beat Pakistan, has a bruised foot and is unlikely to play.

Incentive for Kent

By Andrew Longmore

Kent players will be perusing the business pages of the national dailies with more interest than usual this summer after a new sponsorship deal announced yesterday.

As part of a new two-year package, James Capel and Co., one of the city's leading stockbrokers, will award £2,000 worth of unit trusts to each Player of the Month during the season. With a further £40,000 going directly to the club and a bonus of £5,000 to the players for a win in each of the four major

competitions, the deal could total almost £100,000.

James Capel are the first major stockbrokers to support county cricket and their involvement is a result of the increasingly competitive atmosphere in the city. "Everyone has had to get more aggressive about their marketing since the Big Bang and cricket is an ideal way of quietly getting our name known," explained Jeremy Cowdrey, brother of Kent captain Chris, and a broker with James Capel.

Hunt falls foul of ex-circuit brat

By Colin McQuillan

Geoff Hunt's attempt to capture a ninth British Open title after five years out of the competitive game with back and hip problems, ended at the South Bank Squash Club in London yesterday when he lost in straight games to a second round of the Hi-Tec sponsored event to Tristan Nancarrow, a brilliant but notoriously maverick young fellow Australian.

Nancarrow, who will be 24 next month, describes himself on his British Open entry form as a "beachologist". A self-image reinforced yesterday by his choice of a pink shirt, emphatically labelled "Playboy". But any idea that he might play the bunny in the story of Hunt's apparently successful comeback at the age of 40, was dispelled by his determined demeanour and dazzling attack from the first rally of their 48-minute 9-6, 9-3, 9-1 match.

"I had hoped Tristan might become involved in a few arguments with the referee and become irritated, as he sometimes does," Hunt said. "I was moving well and felt I had every chance if I could unsettle his composure."

The opening game was vin-

tage Hunt, almost as if he had not been forced from the sport in 1982 with a cracked vertebra. But Nancarrow is experienced beyond his playing years on the professional circuit. His mother, Mavis, was a renowned and flamboyant international and his stepfather, Cam Nancarrow, was one of Hunt's fiercest opponents in the 1970s. All through those years Tristan was the circuit brat who leapt onto any available court the moment it was vacated by competitors.

Yesterday he settled into Hunt's low-paced rhythm, then was canny enough to begin mixing up the rallies after 5-5. A series of piercing kill drives brought him to game point and a harsh but fair "no-let" call against Hunt gave him that first vital game.

"I was disappointed to lose the first game that way," Hunt said. "After that, Tristan's confidence soared and he began to go for his shots."

RESULTS: Men: Second round: Nancarrow (AUS) 9-6, 9-3, 9-1 vs G. Hunt (ENG) 6-9, 3-9, 1-9. Quarter-finals: Nancarrow (AUS) 9-6, 9-3, 9-1 vs G. Hunt (ENG) 6-9, 3-9, 1-9. Semi-finals: Nancarrow (AUS) 9-6, 9-3, 9-1 vs G. Hunt (ENG) 6-9, 3-9, 1-9. Final: Nancarrow (AUS) 9-6, 9-3, 9-1 vs G. Hunt (ENG) 6-9, 3-9, 1-9.

Soviet icebreaker

Stockholm (Reuters) - The appearance of advertisements for the first time on the shirts of the Soviet Union's national ice hockey team could lead to more advertising contracts being signed with Western companies, a Soviet sports official said here.

Soviet athletes would be happy to carry Western advertising on their uniforms as long as the slogans were not political or for tobacco, drugs, alcohol or pornography, said Anatoly Kostyukov, head of the Soviet State Sports Committee's ice hockey section.

The ice hockey team yesterday wore advertisements for a Swedish computer company when they played Sweden. The daily Dagens Industri estimated the fee was

\$15,000. The Soviet team lost the match 2-1.

Kostyukov told the newspaper that Moscow was willing to allow advertising for most commercial products and services and said there was considerable interest among would-be Western sponsors. But he said yesterday's match did not mean a wholesale go-ahead for sponsoring of Soviet sports.

Stockholm-based consultant Peo Wester, said that the relaxation of Moscow's attitude to advertising began before Mikhail Gorbachev came to power in 1985. Swedish ice hockey officials said the Soviet team might use the revenue to buy expensive - and mostly Western-made - helmets, and sticks.

Baseball league cash boost

Baseball in Britain was given its biggest boost since the war yesterday when the Scottish Amicable Insurance Company announced a £300,000 sponsorship over the next three years for the formation of a national league. Six teams will play in the Scottish Amicable League which begins next month.

Brad Thompson, the League administrator, expects crowds at the three matches each Saturday to reach 5,000 by the end of the season.

Baseball is thought of as an American sport but it is played in over 60 countries and will be an exhibition sport at the 1988 Olympics in Seoul before becoming a full Olympic sport in 1992 at Barcelona.

In Britain, baseball dates back to 1891, when Preston North End won the first British title. In the 1930s there was a semi-professional national league but it collapsed during the War. However, baseball continued to be played in Britain in regional leagues.

Coverage, also sponsored by Scottish Amicable, of last year's World Series on British television has led to a flood of applications from new clubs.

Thompson intends to keep the league small at first to avoid the problems American Football and basketball have had in Britain because of too rapid growth.

The six teams are: Lancashire Red Sox, Merseyside Trojans, Humberside Bears, Nottingham Knights, London Warriors, Southern Tigers.

Special delivery

Cambridge Park, skipped by the international Wynne Richards, won the Prudential All-England indoor bowls fours championship for the second time in three years at Hartlepool last night.

Richards and his colleagues - John Williams, Chris Yelland, and Neil Thompson from Twickenham, London, defeated the outsiders, Lincoln, skipped by

Dennis Boone, 24-19, in an intriguing final. Boone, aged 44, a funeral services manager, and his clubmates - Bill Thompson (60), Frank Cleaver (71), and Jim Brown (56) - came to this tournament as a virtually unknown quantity. They made such an impact, however, that it took all of Richards's world class experience and skill to beat them.

SPORT IN BRIEF

Scots fight for status

Scotland, who host the European karate championships for the first time in Glasgow from May 1 to 3, face a fight to retain their independence. The Netherlands will seek only one entry for Great Britain in future.

Scotland regained their autonomy in 1983 and won the European title in 1984. However only Great Britain are allowed in the world championship. But Danny Bryceland, the secretary of the Scottish Karate Board of Control, said yesterday: "We feel we'll gain enough support to block the Dutch move."

Title bout

Paris (Reuters) - Daniel Londa, of France, and Salvatore Curruti, of Italy, will meet in Rheims on May 16 for the European junior-lightweight title surrendered by Jean-Marc Renard, of Belgium.

Mazda men

Alistair Sutherland and Peter Watts, the British national rally champions, have signed to drive the Mazda 323 turbo 4x4 in the Shell Oil RAC MSA British Open championship - similar to Timo Salonen's victorious car in the Swedish rally.

Timidity to women in rugby

By Chris Than

The immensely entertaining first-ever women's international between England and Wales at the weekend in Pontypool has emphasised the steady though uneven progress of the women's game in the Home Countries.

Indeed, while the game is well established in England and Wales, it is virtually non-existent in Ireland with Scotland making timid attempts to set up a club structure.

The Women RFU have launched a nationwide club competition this season. That will climax with a Wasps versus Richmond final, a game held as a curtain raiser to the county championship final at Twickenham - undoubtedly an event in itself.

In the past the RFU have treated the women's game with various degrees of enthusiasm. Loughborough University is still the main nursery for women's rugby and after the likes of Karen Almond, Suzi Hill and Sam Robson, Jim Greenwood and his coaching staff have produced a new generation of talent, Pita Atkinson and Clare Willits in the England side and Amanda Bennett and Liza Burgess in the Welsh team.

In stark contrast to the support enjoyed by the women's game in England from senior clubs like Wasps and Richmond no top Welsh club seems ready to accept ladies rugby. Welsh fullback Rhyan Morgan, the daughter of Derek Morgan, the former England stalwart, said she had hoped that the Welsh women would be confident enough to form their own union and launch a league similar to that in England.

Croft: six events

Croft back

June Croft will compete in the Speedo long course championships at Cardiff from May 2 to 4 - her first meeting in Britain since going to train in Australia for the winter. She has entered the five freestyle events and the 200 metres medley.

Cardiff site

Cardiff City council, who hope to stage the 1994 Commonwealth Games, have given the go-ahead for a £20 million complex, including an eight-lane 400 metre athletics track and a 3,000-seater grandstand, with swimming pool and gymnastic stadium to follow, a mile from the city centre.



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